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The International Shoe and Leather Weekly

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May 3, 1952

LEATHER and SHOES

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LEATHER and SHOES

ESTABLISHED 1890

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No. 18

FEATURES

CINCINNATI HOST TO 4TH FACTORY MANAGEMENT CONFERENCE	8
SHARE THE WEALTH, By Weir Stewart	13
FROM ISOLATION TO COOPERATION, By W. W. Stephenson	13
THE TECHNOLOGICAL AWAKENING, By Eli G. White	14
BREAKING THE "IRON CURTAIN," By R. H. Axline	14
WOMEN'S SHOES (Conference Program)	15
THE PROBLEMS ARE MUTUAL, By G. P. Kirscher	18
REALISTIC AND PROFITABLE, By W. S. Fraser, Jr.	18
MEN'S SHOES (Conference Program)	19
ARITHMETIC OF IDEAS, By A. C. Bushart	22
PRACTICAL AND INFORMATIVE, By Percy Stadler	22
CHILDREN'S SHOES (Conference Program)	23
HOW TO SET UP AND OPERATE YOUR OWN PLANT MANAGEMENT CONFERENCE	26
FACTORY MANAGEMENT CONFERENCE EXHIBITORS	28
POPULAR PRICE SHOW SET FOR WHOLESALE BUYING ACTION	30
FAMILY FASHION FARE, By Harry R. Snyder	32 and 33
CENTER OF ATTRACTION, By Frances Famolare	34
SOLE BAIT IN BOYS' TOWN, By Joyce Forbes	35

DEPARTMENTS

Editorial	5	News	37	Hides and Skins	49
Stylscope	6	Person to Person	45	News Quicks	52
News X-Ray	36	Leather Markets	46	Deaths	58
		Tanning Materials	48	Advertisers' Index	82

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LEATHER and SHOES

May 3, 1952

"TRADE SECRETS"—BANE OF PROGRESS

The Conference shows there are no real trade secrets

WHEN the Factory Management Conference was conceived a little over four years ago, its designers probably had little expectation of the phenomenal growth and enthusiasm it would engender among shoe plant executives. It was conceived primarily as a "technical forum." But it has since become much more than that. It has already accomplished what only a few years ago was considered by many as the impossible. It has inspired competitors to share their trade "secrets."

And as the so-called secrets have been exposed and shared, along with it has come a genuine revelation to most factory management executives: there is nothing secretive about a secret. What is one man's secret is the same secret shared by many others. So long as these secrets were never exposed, each man believed he was the only individual to possess it. But once exposed, he was abashed to know that his cloistered little secret was no secret at all.

This was a genuine revelation that stemmed from the Conferences. For when this fact was revealed, the age of technological enlightenment began in the industry. Competitors began to share their ideas, exchange their accumulated knowledge and experience, and technological progress quickened noticeably. The age-old barriers to frank and open discussion collapsed almost overnight. Shoemaking abruptly took on a scientific cloak.

Science—Free And Secret

We believe this bears tremendous significance. Keep in mind, for example, that all scientific advancement is due to the free exchange of ideas and experience, what might be called the eager cooperation of scientific minds. To graphically illustrate this, note, for instance, the rapid advancement of science in the free democracies—then compare it with scientific progress in totalitarian countries where all knowledge and experience is held "secret."

Credit for this genuine accomplish-

ment goes to the Factory Management Conference.

Though this age-old barrier of trade secrets has now collapsed, it is amazing that it existed for so long in an industry so old and so large as the shoe industry. For, as was pointed out recently by Weir Stewart, president of the National Shoe Manufacturers Association, which sponsors the Conference, the shoe industry involves an annual dollar volume of some seven billion dollars. Stewart showed the dollar breakdown as follows: annual value of products in shoe manufacturing, \$1.9 billions; tanning industry (87 percent of all leather goes into footwear), \$1 billion; allied shoe trades, \$.5 billion; retail shoe sales, \$3.5 billions.

Surely a seven-billion-dollar industry cannot afford to lag technologically. It owes it to itself, the national economy, and the consumer to play a major role in industrial progress. The Conference has brought this responsibility into sharper relief by inspiring the factors which make for technological progress.

Stewart brought out another highly enlightening fact—the vast number of employed dependent upon the shoe industry. For example, in shoe manufacturing, 250,000; tanning, 50,000; allied trades, 30,000; shoe retailing, 100,000. This totals 430,000—making the shoe industry and its surrounding groups the fifth largest industry in the country in terms of employment. Obviously, too, an enormous annual payroll goes with it.

There is something psychologically significant about all this. Once we recognize our great size and strength, with it goes a greater sense of responsibility. There is no longer the evasive opening to say, "We are relatively small, and what we do isn't so very important." We now realize

we are far from small, and that what we do with our responsibilities and opportunities is enormously important.

Everywhere today we hear the term "modern industry." Synonymous with "modern" is technological advancement. In fact, it might be said that an industry may be judged modern relative to the pace and quality of its technological progress—and particularly in relation to its frame of mind toward technological advance. The "trade secret" state of mind is poisonous to progress, for it breeds stagnancy. Thus the first major step is to convert this mental attitude. The Conference has succeeded in doing just that.

Hard To Appraise Progress

It is always difficult to appraise an industry's progress. It is easy to say an industry has made good progress. In short, we are more technologically advanced today than we were 20 years ago. But there is another way to look at it. How much farther *could* we have advanced in the same 20 years? Progress, therefore, is only relative.

The inherent value of these factory management conferences is not merely what happens during the four-day sessions, but the stimulating inspiration which the delegates take home with them. It is always a "broadening" experience to see how the rest of the world lives. It tends to alter our own ideas, our attitudes, in a constructive way. We no longer remain passive. We go home with the will to do more, think more, contribute more. It is this attitude that the Conference has inspired among hundreds of shoe factory executives.

It is an age-old story—people do their best work, make their best contributions, when "inspired." The Conference is strongly motivating technological progress in the shoe industry by creating this vital inspirational note that sends men home eager to apply what they've learned and to do a better job of shoemaking.

Land S Editorial

Reprints available at nominal costs:
Up to 100, 10c each; 200-500, 5c each;
1000-3000, 2½c each; 5000 or over,
1½c each.

Stylescope

SHOE FASHION NEWS AND TRENDS

In general, pumps and pump-types lead in Fall showing of Guild of Better Shoe Manufacturers. Last week, members of Guild opened up show rooms for buyers throughout country. Sales outlook unanimously optimistic. No radical change in style picture. Details of design slightly altered here and there but nothing new shown. Most expect an even larger percentage of sales with pumps over last year, when pumps reached a dominating position in style picture.

Sandal types take positive lead as best dress shoes. This is repeat of last year's success. Again, stripping types with very delicate, open design features stand out. Banded types reported to be not as important as past season. Also, some one-sided open shanks, although these, like bands, felt to be not as strong as in previous season. Present picture seems to indicate stripping sandals and pumps as only two types of any significance. Fall style picture has taken step backward in that no fresh ideas are being tried.

Majority of toes will be closed. This is due to influence of simple pump silhouette. Opened toes will be seen mostly on sandals. Quarters, also will be largely closed. Naked back theme seen to be on downgrade. Wherever open backs used, no visible adjustments. Some concealed goring for adjustment.

Good deal of ornamentation to dress up simple pump silhouette. Jets, nailheads, rhinestones, appliques, bows, pearls. Heel heights for dress shoes around 2 1/8. Gaining in demand and popularity is 1 1/8 height in a thin Louis-type heel. Many requests for dressy shoes in this height.

Toplines graceful, mostly even or slightly curved. Scalloping only on throats. Sides are dipping with deep-cut d'Orsays coming back into favor. Ankle straps on sandal types. No instep straps. Soles, single, soft, flexible. Very few platforms, these mostly thin.

Black, blue and brown are leading colors, in that order of importance. Good promotional colors were felt to be ruby red, green, smoke grey, plum and benedictine. Leading leathers are suede calf, smooth kid and calf, and calf combinations with reptiles and patent. Good deal of interest in crepe fabric shoes reported for dressy types. Felt, satin, brocade and velvet-trim shoes also moving.

One or two relatively new ideas created interest. John Marino, Inc., showed open sling with swivel quarter strap, high throat line and very low sides. M. Wolf & Son, Inc., pushing ankle strap model with no buckle. Foot slips into this shoe, giving styling fresh outlook. Jerro Bros. report good activity in high-riding front designs.

Eight members reported more active response and better sales than last season and last year. Some even reported that sales are nothing short of sensational. Reason for this was attributed to fact that shoes are less expensive in manufacturing costs this year and that business in general seems to be reaching a more normal level. Feeling is that for the first time in several years, shoe business is back where it belongs.

In the face of this, design initiative seems to be relaxing. Just because retail inventories are back to normal and buyers must buy to replenish stocks is no indication that a laxity in fresh ideas is called for. A certain amount of shoes will always be sold because consumers will need them. But it's the extra sales, the fashion sales, that account for the major portion of profits.

American women, on the whole, don't wear shoes out, but continually buy new ones because of changes in mode and styles. However, present indications point to a short-range spurt of business for the manufacturing end of industry, and long-range spurt for the repair trade. Two and three-year-old shoes are still in style. With probable minor repairs their life-span can be prolonged. The question is, will these "new" shoes move off retail shelves?

Industry may be getting caught in mesh of style stalemate. Excessive dominance of pumps. A report on what this pump-fetish is doing to shoe business appears in May 10 issue of *Leather and Shoes*. An analysis of leading women's fashion magazines revealed that almost 90 percent of editorial and advertising fashion photographs pictured pumps. This impartial report brings out facts behind fashion-rut into which shoe world has toppled.

Rosalie Margbanian

for EYE APPEAL and BUY APPEAL...

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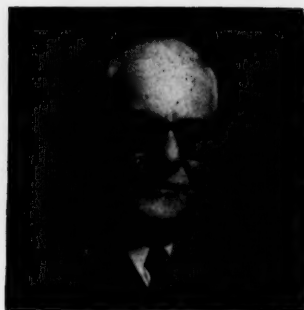
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James Nolan
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Cincinnati Host To Fourth

FACTORY MANAGEMENT CONFERENCE

*10,000 years of accumulated shoemaking and plant operation
experience condensed in four-day meeting*



W. W. Stephenson discussing final arrangements for the Factory Management Conference to be held in Cincinnati, May 10-14, with members of the NSMA staff. Harold R. Quimby (far left) Secretary, G. B. Allbritton (second from left) associate editor of Factory Management Reports, W. W. Stephenson (center) Executive Vice-President, Louise A. Collins (second from right) in charge of booth assignments, and James H. Nolan (far right), NSMA Technical Shoemaking Consultant.

It was perhaps inevitable that the fourth Factory Management Conference, sponsored by the National Shoe Manufacturers Association, would be over-sold on its exhibiting space, plus an anticipated record-breaking attendance. Progressively, with each conference, a mounting enthusiasm has been expressed by attending shoe factory executives. This fourth Conference, scheduled to be held May 10-14 at the Netherland Plaza Hotel in Cincinnati, is designed to be the most productive of all these meetings to date.

The four-day program opens officially on Saturday, May 10. On Sunday, a buffet supper will be served to visiting delegates and exhibitors. Principal speaker will be Cyrus S. Ching, Director of the government's Federal Mediation and Conciliation Service.

Over the next two days the group discussion meetings will take place, the forums devoted to three classifications: men's, women's and children's shoes. These meetings will

cover a wide variety of technical shoemaking problems (see schedule of topics for each session in the following pages). Heading the men's sessions will be William Fraser, of Commonwealth Shoe & Leather Co., and G. P. Kirscher, Weyenberg Shoe Co., acting as co-leader. For the women's sessions the group leader will be Eli White, General Shoe Corp., with R. H. Axline, Brown Shoe Co., as co-leader. The children's sessions will be presided over by Percy Stadler, International Shoe Co., and A. C. Bushart, Brown Shoe Co., as co-leader.

Saturday, May 10
Installation of Machinery Displays
in Exhibit Halls

Sunday, May 11
10:00 A.M.—Official Opening of
Displays
6:00 P.M.— 9:00 P.M.—
Buffet Supper

Monday, May 12
8:30 A.M.—12:30 P.M.—
Children's Meeting
8:30 A.M.—12:30 P.M.—
Men's Meeting
1:30 P.M.— 5:00 P.M.—
Women's Meeting
7:00 P.M.—Dinner, Cyrus S.
Ching, speaker

Tuesday, May 13
8:30 A.M.—12:30 P.M.—
Women's Meeting
1:30 P.M.— 5:00 P.M.—
Children's Meeting
1:30 P.M.— 5:00 P.M.—
Men's Meeting
3:00 P.M.— 5:00 P.M.—
Technical Committee Meeting
5:00 P.M.— 9:00 P.M.—
Exhibitors' Entertainment Affairs

Some 85 exhibitors (compared with about 55 last year) will participate in the Educational Exhibition. A wide variety of equipment, machinery, devices, products and ideas will be on display, with many of these items introduced for the first time (see list of exhibitors, with listing of what each will show). Incidentally, in this respect alone the Factory Management Conference has taken on a genuine significance, for many firms in the shoe allied trades are timing the introduction of new products to coincide with the Conference. Thus the visiting delegates are given first opportunity to see these new items.

For this reason the "Educational Exhibition" is aptly named, for it is far more than an exhibit of com-

mercial products but an annual display of technological advancement in the shoe industry as contributed by the allied trades. Because this effort to "show the new" is timed for this meeting, more than at any other show or time of the year in the industry, there is a mass concentration of technologically fresh material presented to the visiting delegates.

The comment of one delegate last year—a comment which expresses the feeling of most—typifies the value of the Exhibition: "There's no other time, and no other industry show, where we are given such a wonderful opportunity to see so much in so little time. All these new things have been housed under one roof at this given time for us to inspect and appraise. And the fact that the representatives of these firms or new products are there on the spot to answer our technical questions is an educational treat in itself. Indi-

vidually, in our own plants at home, there would be no such opportunity."

The two-day technical sessions or forums are another aspect of the Conference that have made, as one delegate remarked, "a short-term college course" out of these conferences. The forums, which are now conducted with smooth precision, have proved highly productive. The comments frequently follow the same enthusiastic line: "Picked up one idea at the last Conference that saved our company \$12,000 over the year." Or, "We'd been trying to lick this problem for months—then presto, up came the answer at the Conference."

A highlight of the Conference will be a special report by James H. Nolan, technical shoemaking consultant of the National Shoe Manufacturers Association, who will have just returned from Holland where he viewed a new shoemaking machinery

(Continued on Page 60)



Netherlands Plaza, Cincinnati, Site of Conference

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And there are differences—important differences to any industrial thread user . . .

Each has certain characteristics which make it better for certain end uses than any other thread available. In fact, used in the right ways for the right purposes, they're just plain wonderful. But *misuse* of any of them—or of *any* thread for that matter—can mean serious trouble for a thread user.

Thread manufacturing is our business—and has been for more than fifty years. Cotton thread, synthetic thread—or any other kind of thread. And an important part of that business has been working closely with thread users to help solve their problems—placing our *FULLY EQUIPPED LABORATORY* at their disposal to find answers *before* costly mistakes are made. We can help you.

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Here is a new non-lacquer — non-oil type of Suede Finish for Suede or imitation leather suede that saves *time, money*, and gives better results. Proven with outstanding success in many of America's leading shoe factories.

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- a box toe that won't discolor hose
 - preservation of toe shape
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UNITED SHOE MACHINERY CORPORATION

BOSTON, MASSACHUSETTS

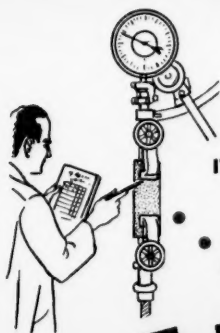
Miss Helen Moulton, R.N., industrial nurse of Portsmouth, Ohio, has worn this shoe for over a year. The shoe shows hard wear but note the linings — still tight, still smooth as this unretouched photo shows. Miss Moulton states: "These shoes and others I've had like them don't develop wrinkled or loose toe linings. In my work it just wouldn't do."



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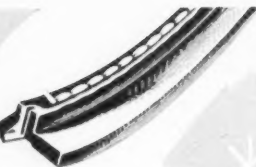
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seams stay tighter.
DRYSEAL will not
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Style 401 — Mahogany Roll Bead Welt

DRYSEAL stays pliable and firm —
yet can be resewn and
restitched time
after time.

Style No. T.H.S. 1618

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Golf Oxford made from
Brown, waterproofed
chrome — full
bello ws
tongue — and **BASS**
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makes shoes last
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wears longer — costs less**

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WE ARE SHARING THE WEALTH

Weir Stewart
President
National Shoe Manufacturers Association

"A marvelous new attitude prevails, which says, 'It is good to receive, but it is better to give—for by giving we shall all profit.'"

PROGRESS cannot always be measured mathematically. For example, the greatest progress of civilization has been the constant enlightenment of men's minds. We see things much differently today than we saw them generations or centuries past.

And therein, I believe, is the essence of a "progress report" concerning our Factory Management Conferences, the fourth of which we are now entering. These conferences have contributed to the technological enlightenment of our industry technicians and management executives. They have helped us to "see" and "think" differently, and in a more progressive sense.

How? Our management executives feel a new sense of freedom—the feeling that all industry executives are "partners" in that they share common problems and a common goal: to do a better job inside their plants. And yet this sense of "partnership" detracts nothing from the intensive competitive spirit of these men. They are competitors in one respect, yet partners in another.

Recognition of that by factory executives has been, in my opinion, a major and significant achievement. Inside the ring the fight is all-out, with no quarter given by the opponents. But outside the ring these same opponents may well be warm friends, exchanging ideas, helping each other with their accumulated knowledge and experience. A spirit very much like that has emerged from the Factory Management Conferences. It did not exist to any appreciable degree before. It does now. That comprises a wholesome portion of our "progress report."

We have begun to change men's minds in a progressive sense. This changing of men's minds has been the record of all history, of all man's progressive efforts in all fields of endeavor. For it was long ago recognized that as men think, so do they act. Thus the first step has been to change the thinking. Our conferences are accomplishing that—by bringing the candle out from under the bushel; by inspiring our men to release the rich abundance of knowledge stored in their experience; by engendering the spirit of sharing.

In this is the heart of our progress report: that a marvelous new attitude prevails, a fresh state of mind which says, "It is good to receive, but it is better to give—for by giving we all shall profit."

FROM ISOLATION TO COOPERATION

W. W. Stephenson
Executive Vice President
National Shoe Manufacturers Association

"We have brought together shoemakers from all over the United States in a cooperative and non-competitive exchange of ideas and knowledge."

THIS is the fourth Factory Management Conference in three years. We have come a long, long way since the first meeting. And, if we were to present a "progress report," one significant statement would read as follows: We have brought together shoemakers from all over the United States in a cooperative and non-competitive exchange of ideas and knowledge.

All of us recognize that the shoe industry is one of the most competitive of all major industries. In an environment so highly competitive there has always been the natural tendency to individual isolation, which is in direct contrast to the spirit of open cooperation. As a result, a vast reservoir of practical knowledge and experience has in the past remained in the isolation of individual minds.

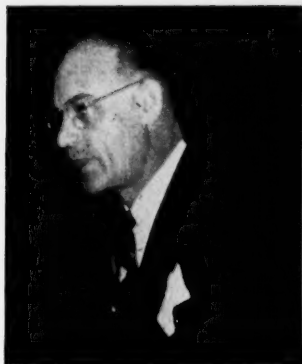
These conferences have opened the floodgates of this abundant knowledge and experience. In the past, many men in our industry believed firmly that such a happening was impossible. Today, still rubbing their eyes, they realize they are seeing not an apparition but a concrete reality. Competitors are sitting side by side, opening the floodgates of their knowledge and experience in free and genuine exchange.

For each idea given, many are received in return. Everyone has profited handsomely. And the reason is basic and obvious. In any industry, as in any nation, where there is free and willing exchange of ideas, there is a sound growth and expanding prosperity—the inevitable fruits of exchange of minds.

Our factory management executives are learning that the strengthening of the competitive position of their companies is not accomplished by the practice of isolation but by cooperative participation and the sharing of knowledge.

For this reason they are sending their factory management delegates to the Conference to gather in all the fresh knowledge they can—and also to make a contribution with their own knowledge. Gone is the policy of all "take" and no "give." Competition is now being seen in a new light—that the greater the total pool of knowledge the more rapid will be the progress of all who contribute.

And in that achievement we have the core of the "progress report" of our Factory Management Conferences.





THE TECHNOLOGICAL AWAKENING

Eli G. White
General Shoe Corp.
Nashville, Tenn.

"These Conferences have opened a new era of technological advance. It is to our advantage to make the most of it."

IN looking back over our past Factory Management Conferences I believe we can feel a real sense of accomplishment. Thus, as we enter our fourth Conference the way is clear for even greater progress. In my opinion, following are some of the things I believe these Conferences have helped to promote:

1. An opportunity to discuss problems common to the trade with men faced with similar day-to-day problems.
2. Increasing realization that not many "secrets" exist in our industry, and a sharing of experiences resulting in benefits for all.
3. The presentation of technological ideas to industry suppliers for development by their own research departments.
4. An opportunity to make new acquaintances and renew old ones.

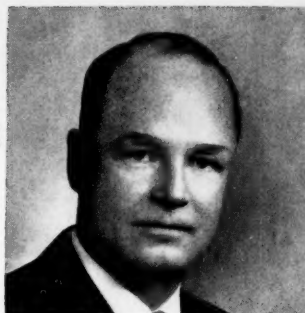
There are many more factors that I'm sure have made these conferences profitable to all delegates. However, if I had to name the single outstanding accomplishment of these conferences, it would be the breaking down of the antiquated idea that each manufacturer is self-sufficient and has no need for an exchange of experiences and ideas. No matter how successful an operation we may think we may have, someone else is doing many things better than we are. When we realize this, and come prepared to give as well as to receive information, we simply can't help but have well attended conferences that are highly successful through the full participation of all delegates.

I sincerely believe that our conferences of the future are going to far surpass those of the past in effective results. The spirit in which all delegates have come has laid a firm foundation for future accomplishment. I predict that this one will be our best yet, will leave us better informed shoe men.

The technological awakening of the industry has taken a giant step forward with these conferences. The latter have opened up a new era of technical advance. It is to our advantage to make the most of it.

Fresh technology—new ways to do the job better—has always come the hard way, the fruit of trial and error and experience. But unless this experience is shared with others, we realize no technological advance. This new policy and spirit of share-the-experience in the shoe industry, as a result of these conferences, is good reason for all participating members to feel proud, for by it they will profit handsomely.

BREAKING THE "IRON CURTAIN"



R. H. Axline
General Superintendent
Brown Shoe Company

"The most impressive thing in all these meetings is the willingness of one to help another."

THESE Factory Management Conferences and Educational Exhibits are proving of great value to shoe factory management executives. The exhibits of newest machinery, equipment, materials and supplies directed specifically to our specialized needs enables the visiting delegates to keep abreast of the rapid pace of new developments in our industry.

In my opinion, however, the greatest benefit derived from these conferences is the opportunity for these factory executives to discuss their technical problems with industry experts—with the technicians who are introducing new technical developments, or who constantly act in a consulting role to our daily problems in the plant. Here they are all housed under one roof at one time, available to the delegates. This is truly a wonderful opportunity to accomplish in a short time what might otherwise require much greater time.

The conferences in the past have shown clearly that most shoe manufacturers face mutual problems. These conferences have also demonstrated that by mutual and open discussion many of these problems can be and are solved, or at least that the severity of the problems is diminished.

The most impressive single thing in all these meetings is the willingness of one to help another. This is unusual in an industry as highly competitive as shoe manufacturing. The group leaders who presided at the earlier conferences deserve much credit for taking the initiative that did so much to break the "iron curtain" between competing shoe manufacturers. The past conferences have created a spirit of real unity among shoe manufacturers over a period of time, and this is certain to result in better shoes at relatively lower costs. This will be a boon not only to the shoe industry but to the public.

And therein lies the essence of all progressive technology—to make a better product at lower cost, which in turn leads to a constantly rising standard of living for all people. That is the spirit and intent of these conferences, and all of us must respect this as one of the most worthy achievements of these meetings. As an industry we have made progress in the past, but at a slow and painful pace. These conferences have given new inspiration to this progress, have quickened the pace. That we shall do a better job because of it is inevitable.

WOMEN'S SHOES

Group Leader: Eli White

General Shoe Corp., Nashville, Tenn.

Co-Leader: R. H. Axline

Brown Shoe Co., St. Louis, Mo.

CUTTING

1. What types of cutting dies are the best for women's work considering both production and die cost?
2. Where is the best place to sort upper leather, in the Cutting Department or in a central sorting location for more than one plant?
3. Should cutters sort their own work or should there be men assigned to sort after the cutters?
4. Who makes the best women's weight calf?
5. What doublers are best on kid leathers in pump-type shoes?
6. Should kid or light suede platform covers be backed on sliplast shoes? If so, what is the best method of applying the backing?
7. Types of cutting blocks in use. Discuss best performance from cost standpoint.
8. Is it cheaper to rent clickers or buy them outright?
9. Is it better to have cutters specialize on certain leathers or have them cut all types of leathers?
10. Should shoes be cut with stretch from heel to toe or solid from heel to toe?
11. How is nylon mesh cut—up and down bolt or toe to selva?
12. How is nylon mesh marked for size—hard cut and machine cut parts?

FITTING

1. What are the best types of machines for applying doublers and backings?
2. Is it better to back the leather in the Cutting Department on sliplasted shoes or is it better to back it in the Fitting Department? Which is less expensive?
3. What is the experience on the needle stabilizer as presented at last year's conference?
4. Is it less expensive to buy stripping from an outside source or to make your own stripping in the Fitting Department?
5. Kind of needle used on nylon mesh?
6. Methods used to mark nylon mesh stitching for machine or by hand.
7. Experience on plastic counter pocket linings on flattie type shoes.
8. Machine spacing—size of tables.
9. Best types of backseam tape.
10. Best types of top line tape.

11. What has been the experience with use of nylon upper and nylon bobbin thread for closing seams? What needle is used?
12. What has been the experience with use of nylon thread for barring on buckles?
13. How is elastic vamp backing applied? Are doublers used under elastic vamps on light weight calfskin uppers?
14. Is elastic binding stitched to upper under tension?

LASTING

1. Hand or machine assembling, which is best from quality and cost standpoint?
2. Is it necessary to tack backseams in order to insure straight seams?
3. Automatic toe laster—Is it in use? What experience?
4. Is it necessary to groove the platforms on sliplast shoes into which the upper and platform cover seam fit?
5. Methods of cementing platforms and platform covers on sliplast shoes.
6. Cover laster vs. wrapper laster on sliplast shoes.
7. Best cements for toe lasting.
8. Lasting of nylon mesh shoes.
9. Are toe plates necessary on bed lasting?
10. Crimping vs. toe forming on closed toe sliplast shoes.
11. Should counter extend to near top of upper?
12. Should a large or small counter, high or low counter, be used on elastic-backed, closed-heel pump styles?
13. What is done to insure good adhesion of counter to upper?

BOTTOMING

1. Methods of shank construction in cementing shoes.
2. Types of sole laying machines used on cement shoes and sliplast shoes.
3. Bottom ironers—advantages and disadvantages.
4. Methods of attaching platforms on shoes.
5. Experience on laying rubber soles on high-heel cement shoes.
6. Is it desirable to rough nylon mesh uppers?
7. Is it desirable to use a different heel cup on high-heel as compared to low-heel, closed-heel as compared to open-heel styles?
8. Is one or two coats of pyroxylin cement used to adhere outsoles to nylon mesh uppers?

(Concluded on Page 61)

Carr Suede



CARR LEATHER COMPANY

183 ESSEX ST., BOSTON, MASS. Tanneries: Peabody, Mass.

Calf Suede

Carr-Buck

Smooth Calf



**TAKE THE BREAKS OUT
of your thread**



**TAKE THE STOPS OUT
of your machines**



**TAKE THE BITE OUT
of your labor costs**

Nylon-bonded in a non-twist Monocord... NYMO has the extra elasticity and strength to help cut the costly waste of shoe "cripples." It *won't* crack up when you pull the last—it *will* snap back to form a neat, tight heel seam. NYMO will actually *outlast* the life of the shoe... it resists abrasion and thread rot from perspiration and tanning acids... absorbs the shock of everyday shoe-flexing without a whimper. *Specify NYMO now—and profit!*

SEW IT...
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BELDING

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NYMO THREAD FOR SHOEMAKING

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ECONOMY...
ready wound bobbins
of NYMO are
available in most
sizes and styles.

THE PROBLEMS ARE MUTUAL

G. P. Kirscher
Weyenberg Shoe Mfg. Co.

"We can achieve our common goals with more certainty when men walk hand in hand instead of alone."

THESE Factory Management Conferences are rendering an immeasurable service to the shoe industry in terms of expanding knowledge and its practical application to making footwear and operating a plant successfully. It is the old, unfailing story of science and scientific progress—the banding together of men with common problems working toward a common solution. It is motivated by the spirit of giving—an inborn urge of all men of high ideals. And such is the quality of personnel attending these conferences.

In these conferences we are witnessing something of historical significance in our industry, a kind of little revolution. For these hundreds of factory management executives are being sent to these meetings by their companies with specific instructions, the gist of which is: Absorb all you can—but do your share of giving to the other fellow, too.

This, I believe, is something genuinely magnificent. When an industry displays eager cooperation in the exchange of ideas, such an industry has not only come of age but is on the threshold of many fine accomplishments to come. It is one thing to have the right to freedom of expression, but another to use that right. We are seeing the graphic example of this in these conferences. While in the past, factory management executives have always enjoyed the right to freedom of expression, many have been reluctant to share their "professional secrets." They did so simply because they believed that others were likewise reluctant. This mutual reluctance to share problems and solutions has had its retarding influence on technological progress.

But the conferences have literally rolled up the curtain, exposed everything to view. Most of all, they have served to expose the inherent desire of these factory executives to share their knowledge. If these conferences have done nothing more than to inspire the people of our industry to share their problems and the solutions to these problems, a stupendous stride forward has been made.

For this reason I believe that this and future conferences will hasten our technological progress as our factory management executives open their minds and hearts to one another, knowing that they have a common goal, and that it can be achieved with more certainty when men walk hand in hand instead of alone.

REALISTIC AND PROFITABLE



W. S. Fraser, Jr.
Commonwealth Shoe & Leather Co.

"The Conference is an educational project aimed at delivering practical information for the practical solution of our problems."

THOSE of us who are concerned with the technical problems arising from the manufacture of shoes look forward to these annual Factory Management Conferences that are sponsored by the National Shoe Manufacturers Association. It provides all of us with an excellent opportunity to meet with other technical men in our industry and discuss our mutual problems in a realistic manner that leads to realistic and profitable results.

These conferences have revealed a simple but significant fact: that our day-to-day problems are very similar. What we have individually at times considered to be our "specialized" problems are found to be not so specialized, after all, but problems encountered by many others. And where, in the past, the solution to these problems has been delayed and costly when tackled by individual firms, now, with the practical help of these conferences, the solutions appear quickly and practicably in many cases. It is the obvious result of cooperation—the willingness to share the problems and the solutions as well. Every one of us who has attended these conferences has gone home with many new ideas that have aided us in producing a better product in a more economical manner. This is one of the real dividends received by attending delegates.

We are indeed fortunate during this Conference to have such a diversified group of exhibitors representing so many important branches of the allied trades. It would be impossible for any of us to see in as short a period, if at all, all of the new products introduced here for application to shoe manufacturing with the aim of doing a better job. Also, we have the opportunity for a better appraisal of these products by virtue of being able to discuss them firsthand with other technical people at the Conference.

Important, too, is the fact that those problems which have proved too large to be handled by any individual manufacturer are referred to the Association's Technical Committee, where they are treated on an industry-wide basis. We have made some creditable progress in this respect.

Altogether, the Conference is an educational project aimed at delivering practical information for the practical solution of our problems. It is splendidly accomplishing its aim.

MEN'S SHOES

Group Leader: William Fraser
Commonwealth Shoe & Leather Co., Whitman, Mass.

Co-Leader: G. P. Kirscher
Weyenberg Shoe Co., Milwaukee, Wisc.

CUTTING

1. Nylon mesh
 - How cut
 - How mark—size and fitting
 - Special dies?
2. Clickers—Experience with various types
3. Types of cutting blocks
 - Performance and cost
4. Leather figuring systems
5. Rate setting
6. Splitting machines
7. Crimping machines
8. Cloth cutting

FITTING

1. Skiving
2. Perforating and Embossing Machines
3. Developments in threads—Nylon
4. Adhesives
5. New Sewing Machines
6. Controlled stitching—gauges
7. Rate setting systems

LASTING

1. New types of lasts—
 - Plastics—Wood—
 - Special finish on last
 - Can chalking be eliminated by special finish?
2. Mulling
3. Humidification in Lasting Room
4. Extensible lasts
5. Steaming
6. Counters—Fibre and other materials
7. Machines—
 - TLA—New P. O.

BOTTOMING

1. Welting—
 - Experience on Plastic Welt
2. Bottom Fillers—
 - Cold—Hot—Special
3. Threads—any Nylon development
4. Midsole materials
5. Making Room contributions to Flexibility
6. Machines—

New Welter	Stitch Separator
New Stitcher	Leveler
Hydraulic Sole layer	Heel Shaver

7. Covers—

Plastic—Paper—Other

SOLE LEATHER

1. Insole Construction
2. Flexibility
 - Sole treatment—Insole treatment
3. Types of Insoles and Outsoles
4. Machines

HEELING AND FINISHING

1. Heels—Bases
2. Edge Trims
3. Edge Set—Rotary set on rubber, etc.
4. Bottom Finish
5. Machines—
 - Heel Trimmers—Edge Trimmers
 - Edge Setters
6. Bleeding edges

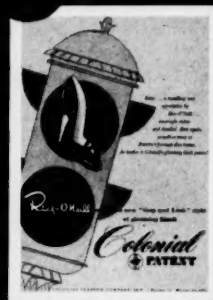
TREE AND PACK

1. Finishes
2. Spray
3. Top Forming
4. Tack Detection
5. Cartons—Made up vs. making
6. Treeing, Brush vs. Hand
7. Repairing, Finger Method vs. Spray
8. Methods of Final Inspection

GENERAL

1. Humidification
2. Floor—
 - Repairers—New Types
3. Public Address System
4. New Equipment not covered in department discussions
5. Tag and Coupon systems
6. Rate Setting
 - Time Study—MTM
7. Quality control
8. Geometric Last and Development
9. Personnel
10. Methods of Drying-conditioning
 - Infra-Red
11. Poster Service
12. Rack Covers
13. Job Evaluation

Patent



more
fashion's shining favorite!

Colonial Patent makes news in shoes.
Headlined by fashion editors and leading stores . . . featured
by fine shoemakers . . . it is definitely headed for a
big season. See this shining favorite . . . not just in black, but
in 24 style-right Colonial colors!

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LEATHER and SHOES

May 3, 1952

Important steps to take at the POPULAR PRICE SHOW

See these smart-looking,
long-wearing *Respro*
fabricated linings and
reinforcing materials —

TUFSTA® The original, unwoven, non-fray, cotton base reinforcing material — world-famous in the shoe trade for over a quarter century. Use *Tufsta* to give your shoes needed extra strength wherever a pattern has a weak spot. Far superior to paper imitations.

TUFSTA® DOUBLER The ideal fabricated material to add plumpness to your lighter leathers. Gives right body for stitching — is non-absorbent — won't shrink — prevents wrinkling when lasts are pulled.

RESPROID® #1000 Our finest Socklining and Heel Pad material. Combines a famous *Tufsta* base with an abrasion and crack-resisting plastic surface. Far superior to pyroxylin-coated materials. No cloth weave to show — can't fray at edges.

RESPROID® #1300 and #1235 Our best Vamp and Quarterlining materials for quality shoes — highly wear-resistant. Fabric base is specially treated with rubber to give excellent non-fray characteristics. Top grade plastic coating resists peeling and abrasion. Easily moldable — can be stitched and flexed without cracking. Adds sales appeal to the *inside* of your shoes.

DURAKALF® A high quality, popular price Vamp and Quarterlining material with great resistance to wear. Comes in either high-luster, Pigmented Pyroxylin-coated finish, or Plain Dull finish. Both styles have a quality feel and appearance your customers will recognize at a glance.

Also **RESKRAF®** and **TUFLEX®** — high quality, low cost Heel Pad and Socklining materials.

Send For Free Samples!

See The Complete Respro Line
At The Popular Price Shoe Show
Of America, May 11—13,
Room 963, Hotel New Yorker, N. Y.



ARITHMETIC OF IDEAS

A. C. Bushart
General Superintendent
Brown Shoe Company

"It's really a matter of arithmetic. If each of 100 men contributes a single idea, each of these men goes home with 99 new and useful ideas."

AT the previous Factory Management Conferences I have attended I have been pleasantly surprised to find the shoe manufacturers so splendidly cooperative with one another. This is a major step forward. It should answer conclusively those executives who have always believed that we would never see the day when factory executives would willingly reveal their "secrets." We have found, perhaps without surprise, that there are few genuine "secrets" in this industry of ours. If we have all faced similar problems and all of us have made efforts to solve these problems, it is likely that many of us have come up with the identical or similar solutions to these problems. Therefore, it is obvious that many of us have held the same "secrets" for years without appreciating that the other fellow was also in possession of the answers.

The Educational Exhibition deserves special mention—and much credit for making a real contribution to these conferences. The people of the allied trades—the industry suppliers—have done an outstanding job in introducing new machinery, materials and supplies with an aim toward improved shoemaking and plant operation. Their exhibits, by virtue of these new developments, are genuinely educational for the visiting delegates. The latter are made to realize the rapid technological advancement of the industry through these exhibited improvements.

As often happens, some of the most effective results are the least tangible ones. I speak now of the fresh "spirit" shown by the factory executives attending these conferences—the spirit of cooperation, of participation, of contribution. After several days of these informative sessions and exchanges of ideas, the men go back to their plants refreshed and refueled, eager to put new ideas to work. This kind of spirit inculcated into the industry is certain to bring rich rewards.

It is really a matter of arithmetic. If each of 100 men contributes a single idea, each of these men goes home with 99 new and useful ideas in his pocket. This, I believe, is the one most significant achievement of the conferences—what might be called "the arithmetic of ideas." Added and multiplied over the years, how can this abundance of fresh ideas help but bring enriching rewards for us all?



PRACTICAL AND INFORMATIVE

Percy Stadler
General Superintendent
International Shoe Company

"These conferences will be the means of great progress and improvement. Our industry is making up for any time we may have lost in the past."

I HAVE been attending these Factory Management Conferences ever since the first conference was held three years ago. At each meeting I am more impressed with the real value that I and others receive from the meeting. The personal contact with the group and the discussion of our mutual problems is a great help in working out the many difficulties that are involved in supervising shoe manufacturing plants.

In one of the meetings we spent quite a little time on the specific problem of the method of handling work in the plant, and the routing of work through the plant. In this discussion we talked about such things as the spacing of machinery, and getting the capacity out of machines in the plant, as well as the organization and line-up of the actual operation. Several of the men who attended the conference had been using machinery in a different manner from that which the rest of us have been using it. In other words they had found some operation that a machine could be used on that they were able to do a better job on this operation with this machine.

At the last meeting I believe that our group made a very valuable contribution in our discussion of the size of cartons and the standardization in marking the weights and grades of leather. This resulted in our making a proposal to the National Association of Shoe Manufacturers which I think will make some real progress in this field.

This conference will provide the valuable means of getting the technical man in contact with the national organization so that they can get their problems before the organization. In our industry this has been something that has been impossible or very nearly so until these meetings were organized.

I hope the conferences are continued along the same lines and I believe that they will be the means of great progress and improvement in our industry. Those of us who attend the meetings can't fail to come from them without some new ideas that will help us in our work. It has been said that the shoe industry has lagged behind some of the other industries in establishing meetings where it is possible to get together and talk about common technical problems. Now that this step has been taken, we are making up for any time which we may have lost in the past.

CHILDREN'S SHOES

Group Leader: Percy Stadler
International Shoe Co., St. Louis, Mo.

Co-Leader: A. C. Bushart
Brown Shoe Co., St. Louis, Mo.

CUTTING

1. Grading, Sorting, Putting up jobs of Upper Leather.
2. Method of Sorting cut uppers by Cutters or Sorters.
3. Shoes in Process—How many?
4. Method of assembling parts for fitting.
5. Open Discussion.

SOLE LEATHER

1. New methods of making Welt insoles.
2. Stock Fitting.
3. Method of wetting up and tempering outsoles.
4. Open Discussion.

STITCHING

1. How many days in process necessary?
2. Methods for moving production in time allowed.
3. What are best ways to train operators before piece work?
4. Stitching problems encountered in use of plastic.
5. Best way to reinforce toplines.
6. Conveyor Systems.
7. General Discussion.

LASTING

1. Care and handling of lasts.
2. Method used lasting shanks, forepart (tacks or cement)—Cement shoes.

3. Are Crowners necessary?
4. General Discussion.

MAKING THROUGH LAST PULL

1. Sole attaching method used to get flexibility.
2. Leveling—Rubber soles.
3. Edge Making on Stitchdown shoes.
4. Heel making and finishing base heels.
5. Method used for attaching cushion crepe outsoles.
6. Infra-Red Ray Conditioning.
7. General Discussion.

PACKING

1. Repairing methods and finish on soft leather shoes.
2. Method of final inspection. Duties expected of Final Inspectors.
3. What is the best method of packing to avoid mismates?

GENERAL

1. General discussion on machines—new and old.
2. Labor Relations.
3. Methods used in keeping quality standards high.
4. New materials—Plastics.



Not merely a name, but
a brand of Distinctive Ex-
cellence.

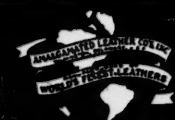
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HARD GREASES AND SOAPS FOR TANNERS**

The Services of our Research Laboratory are at your Disposal.

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(Boston Postal District)



CHARMOOZ

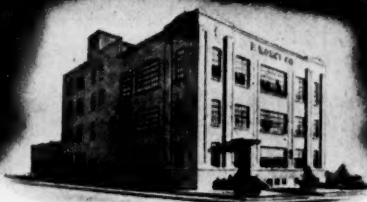
THE PERFECT SUEDE LEATHER

BLACK AND COLORS

AMALGAMATED LEATHER CO'S. INC.

WILMINGTON 99

DELAWARE



MORE THAN 30 YEARS OF "SKILLED KNOW-HOW"

... make RONCI the greatest name in Shoe Buckles and Ornaments. Why?

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Wisconsin: FACTORY SUPPLIES, INC., 922 N. 4th Street, Milwaukee

Metropolitan New York: CHARLES LERNER, 1165 Broadway, N. Y. C.

F. RONCI CO., INC.

CENTREDALE, RHODE ISLAND

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or Wire Today for Samples and Prices!**



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to the Shoe Industry

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and Agents
in Long
Established
Shoe Centers



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Factory Trained
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FACTORY MANAGEMENT CONFERENCE — CINCINNATI

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How To Set Up A Monthly PLANT MANAGEMENT CONFERENCE In Your Plant

It's simple, constructive—with a profitable payoff



MANY shoe plants hold "meetings" of their executive and supervisory personnel. These are held regularly or irregularly, depending upon the plant. The objectives of these meetings are fundamentally the same in all cases: an effort to solve technical problems and to improve the system of plant operation.

In some instances much is accomplished. In many others the effort fails far short of its objectives. Plans go awry, personnel loses fervor or interest, and somewhere along the line all the good intentions bog down. The meetings become less frequent, the objectives less clearcut, and eventually the project is pretty much disbanded.

Chief cause of failure: Lack of organization.

However, virtually all shoe factory executives admit that periodic meetings—conferences—bring profitable results if they can be made to operate effectively. Therefore, based on a study of shoe factory "conference" methods in a variety of plants, we present here an outline of how the successful programs are operated in shoe plants realizing profitable results from regular factory management conferences.

Stating the Objectives



1. The program is too ambitious. The bite is too big, too grandiose to be digested effectively. Too

many projects are cited as being in need for "improvement" at one time. For example, several rooms or departments may each be working on their own problems simultaneously. Each department is so engrossed in finding the solution to its own problem that it has no time to coordinate its own role with the projects of other departments. Thus, if a solution is found to a problem in one department, it will meet with other obstacles when the work passes into other departments which are not prepared to provide the smooth follow-through necessary to make the "solution" complete.

2. The objectives aren't clear-cut. An objective may be stated, "To do a better job in the stitching room." In a broad sense, it's a commendable aim, but it means nothing. There's nothing tangible that the stitching room foreman or the superintendent can grasp as a specific project.

3. Lack of coordination. As cited above, to state an objective and assign the project to a single department is not enough. The project must be broken down into steps—and these steps coordinated from cutting room to shipping room. If it is essentially a packing room problem, then all department heads should coordinate their efforts to the solution, because each department may, in some way not yet obvious to it, contribute something to the problem, and hence may contribute something to the solution. That's coordination.

In the successful type of conference (1) the program is held down to manageable size; (2) the objectives are simple and clear-cut; (3) all executive and supervisory personnel are

assigned a specific role in any given project so that a coordinated group, rather than segments of the group, is working toward the solution.

If a plant is to start a plant factory management conference as a going and regular operation, the advice is to start with a small program; know exactly what is to be accomplished; and create a team, each playing a specific position, to do the job.

Timing the Program

MARCH													
SUN	MON	TUE	WED	THUR	FRI	SAT							
						1	2	3	4	5	6	7	8
9	10	11	12	13	14	15	16	17	18	19	20	21	22
23	24	25	26	27	28	29							

A factory management program bogs down when a project is thrown into the ring, assigned to individuals or a department, but without any time limit to bring home the results. This, as shown by studies, tends to create laxity and delays, to make a spare-time project out of what should be an important task.

In other instances, where a specific time limit is set, this time limit is often too long and flexible. Some of these projects are given a time limit of a year to come up with the answers. This reveals two significant things: (1) either the project is too ambitious, or (2) the management has made no study of time-break-down to have a pretty good idea beforehand of how much time is really required to solve the problem.

The more successful programs are operated on a short-term basis—on a quarterly rather than a semi-annual or annual basis. If a project has a

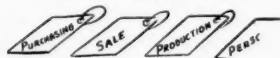
year to run, the tendency of those responsible, it has been found, is to delay over the early months, a matter of procrastination, then step up the pace of effort as the year's deadline nears. Had the latter pace occurred earlier in the project, the results could have been realized in six instead of 12 months. Some projects, of course, may well require a year's or even more time, in fairness to the problem posed.

However, the quarterly basis (and this can often be reduced even more—to four or eight-week intervals) is the more practical program. In the shorter range programs the objectives aren't likely to be forgotten or diminished in the minds of those responsible. That is, with a closer deadline, everyone is conscious of the deadline and what is to be accomplished within that time.

It is obvious, of course, that if one, two or three months is given for the completion of a project, then the project itself must be such as to allow for the answers to be furnished within that time limit.

This brings up a highly important point: pre-study of the project. You cannot say that a project will require a specified amount of time to bring desired results until first a "time-study" is made of the project. In short, if three months time is given to the project, there should be definite reasons why three months rather than one or six months was specified. If the time limit is too short and the job isn't completed, those responsible may be made to feel they've failed or fallen short, when actually the fault wasn't theirs. If the time limit is too long, the stage is set for procrastination and unnecessary delays.

Classifying Projects



Projects should be classified by specific categories, suggested as follows:

1. Departments or rooms (cutting, lasting, fitting, packing, etc.)
2. Purchasing or buying.
3. Sales and merchandising.
4. Distribution.
5. Production (over-all factory flow)
6. Personnel and labor
7. Plant over-all (layout, machinery and equipment, etc.)

Others could be added, of course, or sub-divisions made of these major

categories. However, each project should fall into a distinct category, and be directed by the department head in charge of that category. For example, if the project deals with sales it should be headed by the sales manager. But all other department or division heads should have an assigned role in that sales project, contributing what they can or should to the desired end. This is coordination. It does not leave the sales manager isolated to handle his own project alone. By giving others a share of the responsibility, the sales project has better chance of succeeding because each individual knows he will receive a share of the credit for success, and a share of the blame for failure. Obviously, the effort will be greater to succeed.

Personnel Involved



A plant management conference comprises all executive and supervisory personnel. As a team they are responsible for every aspect of plant operation and the conduct or administration of the business.

Now, a tremendously important factor is involved here, as revealed in analyzing successful plant conferences. There are natural "conflicts" among department heads. The superintendent may claim that the sales manager "knows nothing" about making shoes, while the sales manager says the same of the superintendent as regards selling shoes. If a conference prevails with this attitude prevalent or open, the conference fails before it starts. Here, from the very beginning, a "statement of policy" or of attitude should be set down emphatically by the boss. A conference is to "confer"—which means to compare and consult, actually an exchange of ideas and opinions. This is the very spirit in which the meeting should be conducted.

While it is true that each man is a specialist, the success of his specialty is dependent upon other specialists. The way the shoe is made, priced, packaged, delivered—all performed by specialists—bears influence upon its sales. Hence the sales manager does not function in an isolated environment but in cooperation with the other specialists, each of whom makes a contribution to the success of sales. And vice versa.

Conduct of Meeting



First, the "boss" should not preside at any meeting except the first one, where policy and plan is laid out over-all. Three successful methods have been used: (1) to have a "revolving" chairman—a new presiding individual at each meeting; (2) to assign the meeting to the department head of the main project under consideration; (3) to assign the meeting to a single individual for a short term, say for three months, after which a new member takes over.

In many instances, where the boss or owner acts as permanently presiding officer, much of the vital spirit of the meeting—of open and frank expression of opinion and participation—is lost. Of course this depends upon the individual who is boss. But as a matter of general policy, the boss should act merely as another member of the group, and should speak as one of the members and not as boss. This is psychologically important to the success of these meetings.

One man is appointed recording secretary. He records the major activities of the meeting, keeps a record of assignments, projects, names, etc. Copies of these should be sent to each member of the group no later than two days after the meeting, to keep the activities alive in their minds.

The meetings should have procedural form and organization: in short, a starting point, a middle, and a finish. Sometimes it has been found helpful if an outline of the meeting's program is sent to participating members a few days in advance. It gives them time to consider some of the topics and organize their thinking about them.

Let's assume a monthly conference is held. The first part consists of a "progress report" read or stated before the group. This report is made by the individual in charge of the project in process. Let's say three months has been given to a project. At the end of the first month the progress made on this project is reported to the group. There is a dis-

(Continued on Page 62)

FACTORY MANAGEMENT CONFERENCE

EXHIBITORS

Description of products on display at the Educational Exhibit

**Acme Staple Co.,
Camden 3, N. J.
Booth 428**

Stapling Machines: The Acme "I-T" inverted (motorized stapler for buckles) and the Acme "C" inverted (foot, motor or air powered) stapler for bows.

Representatives: A. J. Paynter and Fred Bardon.

**M. B. Adrian & Sons X-Ray Co.,
Milwaukee 7, Wisc.
Booth 303**

X-Ray Machines: The new Adrian X-Ray shoe inspector for factory use

—a self-contained fluoroscopic unit for inspection of any type of footwear. Accommodates two boots, four pumps or large oxfords or six children's oxfords in a single inspection. Shoe manufacturers obtain an instantaneous visual shadow picture of the interior construction of their shoes or boots. Metal parts such as tacks, shanks and staples are clearly visible on the fluoroscopic screen. "Mist" tacks, as well as shank placement and staple condition and other interior flaws can be easily checked.

Representatives: D. M. and M. B. Adrian.

**Allied Shoe Machinery Corp.,
Haverhill, Mass.
Booth 1, Parlor G**

Cement process equipment and other shoe machinery.

Representative: Albert Meyers.

**American Biltrite Rubber Co.,
Chelsea, Mass.
Booths 308 and 313**

Soles and soling materials (1) "Nur-O-Cel," a new super-light resinous material designed for use on slippers and infants' shoes; this

(Continued on Page 65)

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This is why Crompton Factoring does such an essential job—for many types of industry.

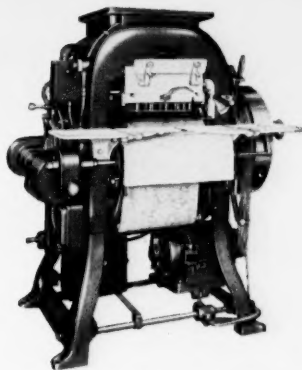
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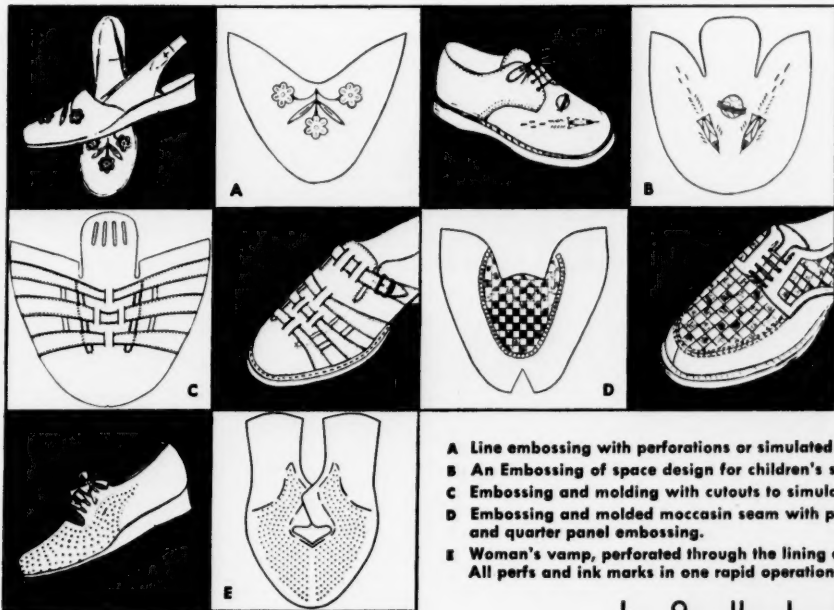
Freeman Model N Cutout and Marking machines reduce costly production overhead by making labor *more* productive.

On this completely automatic machine, both right and left vamp dies are combined on one base. Your operators emboss *pairs* in one rapid, simple motion . . . eliminate one complete dwell time—and produce more at less cost.

For accurate, speedy perforating, marking and cutting out of uppers, use *performance-tested* Freeman Model N Cutout and Marking machines—the standard in the Industry.

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Examples of Freeman's "advanced" design thinking!



- A Line embossing with perforations or simulated stitch embossing.
- B An Embossing of space design for children's shoes.
- C Embossing and molding with cutouts to simulate sandal effect.
- D Embossing and molded moccasin seam with plug portion and quarter panel embossing.
- E Woman's vamp, perforated through the lining and ink marked. All perfs and ink marks in one rapid operation.

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*John E. Foote
President
New England Shoe
And Leather
Association*



*Frank J. Schell
President
National Association of
Shoe Chain Stores*

Popular Price Show Set For

WHOLESOME BUYING

Retailers appear in receptive buying mood for first time in a year

THE forthcoming Popular Price Shoe Show, May 11-15, to be held in New York, may prove to be the first genuine surprise shoe show of the year. Surprise in the sense of doing more actual order-taking business than is being anticipated by most exhibitors and observers. Not a boom show, which no one expects, but a solid booking affair that will prove gratifying to all.

This is no attempt to read the cards or x-ray the crystal ball. Conditions

simply appear stacked for a wholesome show. After a somewhat slow start in retail shoe sales for January and February, and even into March, consumer purses suddenly broke wide open before Easter and more than made up for the lull of preceding months. The indications are that the stage is set for continuing good business.

Interviews with many shoe buyers at the recent Advance Boston Shoe

Market Week show (April 14-18) revealed that they are in "a positive buying mood — with shoes needed and cash available." That simple formula — the need for merchandise and the cash to buy it — is a potent economic force which determines the course of business. The Boston show didn't result in any buying splurge. Buyers reported they were primarily

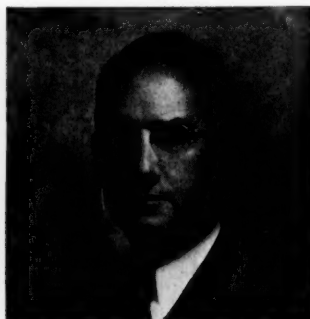
(Continued on Page 75)



*Edward Atkins
Executive Secretary
National Association Of
Shoe Chain Stores*



*Ruth Hammer
Fashion Director
PPSSA*



*Maxwell E. Field
Executive Secretary
New England Shoe And
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LET'S TAKE THE LONG VIEW

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PERFRITE* The original, non-fraying woven material for reinforcing perforated and cut-out shoes.

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BROOKLYN 6, N.Y.**



A

B



G



H

Family Fashion Fare

by HARRY R. SNYDER
RUTHERFORD, N.J.



E



F

A. High style model featuring an opened up high-riding front.

B. Sophisticated shell with intricate instep strap giving feeling of height, and one-sided open shank.

C. Closed up smart style for suits on 14/8 heel with button trim.

D. Leather-covered rings give pert styling

to this dressy shoe on 16/8 heel.

E. Welt featuring a new version of the classic loafer. Adaptable to two-color treatments.

F. A dressy welt, high on one side and cut extremely low on other. Note smart quarter treatment.

G. Little girls' dress shoe with grosgrain rib-

bon and cutouts on vamp, adding new interest to T-strap styling.

H. A welt or stitch-down school shoe with moccasin-type front and pert knot on throat line.

I. An opened up, dressy casual adaptable to two-color combinations and especially good in reptiles.

J. A closed up, sporty casual with high-riding interest which maintains lightness with openings in vamp.

K. A new note in men's oxford with un-perforated piece creating straight-tip and extending back into quarter.

L. A tobacco pouch gored shoe for men, the vamp detailing also good in oxford types.



FASHION in America isn't relegated to just a select group of consumers, but is aimed at everyone right down the line from grandparents to children. Harry Snyder presents six distinct themes or types of fashion shoes in this group of 12 designs which bring out his widely acclaimed versatility. Featured are two casuals, two children's, two high styles, two welts, two correctives and two men's. Each duet incorporates the newest ideas in styling for Fall wear, altogether encompassing the family as a unit.



A. Slim sabot placed low on vamp to give high look, incorporating openings and perforations for lightness.

B. Tiny scallops laid on stripping hold quarter and vamp together, forming small openings.

C. Very narrow openings between piped form stripings and toe cap in a sling back.

D. High vamp sling back, two pieces butted together and held by knot connecting vamp and quarter.

E. Goring strips match rest of shoe, hold curved saddles.

F. Quarter extends across instep to vamp and is piped for texture interest.

IT is not the vamp. It is not the quarter. It is the instep or center of the shoe that is catching designers' attention. It is a new theme brimming with inspiration at a time when a fresh approach to shoe design is imperative. This new center interest should carry no hint of "mamma" shoes. Also, there is nothing to hint of yesterday in this new trend. Lightness and airiness have not been sacrificed — they have merely been given a brand new aspect.



*Sole Bait
in
Boy's Town*
by JOYCE FORBES, N.Y.

AS long as shoes have dramatic sole interest, boys are interested in the shoes. There are four themes which govern boys' shoe designs. First is Western, still the strongest because retailers promote it more than any other. Father and son is the second since little boys feel more grown up with styles imitating dad's. The third is the space theme. Manufacturers are showing more interest in these types, but retailers are letting them lag by not giving them as much promotion as Western types. The fourth theme is English. This is a new look, popular in women's sport and casual shoes, which is now taking hold in boys'.

A. Heavy leather sole, walled toe for little boys. Slashed tongue and collar treatment of Western influence.

B. Heavy leather sole on walled last for big boys. Heavy double-pinked edges for rugged look.

C. Lug sole for little boys. Gillie adjustment with rocket ship cutout treatment to lend futuristic touch.

D. Lug sole for big boys. Lace and exaggerated monk-type straps adjustment. Combination tip and saddle effect.

E. Crepe sole for little boys with new English influence. Note new low quarter line, leather-bound, and mudguard all around shoe. Perfect for color contrasts.

F. Crepe sole for big boys with new English look. Contrasting leather bindings and smart saddle treatment.



In suspending price controls over cattle-hides, kips and calfskins, effective April 28, OPS cited four factors that tend to increase downward price pressures. They are: smaller military shoe purchases, increased use of leather substitutes in footwear, smaller civilian demand, and an above-normal cattle population.

OPS explained further: supply and demand elements also indicate "a sufficiency of cattlehides, kips and calfskins and cut parts to meet future requirements." In addition, tanners' early heavy purchasing of hides and skins to meet expected military demand piled up stocks in tanneries when military reduced procurement plan in Jan. 1952.

Suspension regulation warns commodities are "subject to rapid and substantial price rises . . . and caution must accompany any relaxation of price control over them." Thus the provision that ceilings will be reimposed if prices reach to 80% of former ceilings.

For first time in well over a year, federal aid program through Mutual Security Agency is financing purchase of U. S. hides. Procurement authorization issued last week to Yugoslavia gives Tito-land \$500,000 in hide buying power and permission to use the \$500,000 in either the U. S. or Latin America. All foreign aid in hides and skins over past 15 months has been from non-U. S. sources.

Office of International Trade has advised hide and skin exporters they must specify on applications for export the quantity of light hides (58 pounds and under) they wish to export. Idea is to permit OIT to keep count of volume of light hides vs. heavy going out of country under recently eased export licensing policy. OIT also warned exporters to furnish all information possible on "end use" of commodities exported, regardless of fact consignee may already have filed similar statement. This is double check to keep hides and skins out of Iron Curtain countries.

Man-hours required to produce single pair of shoes declined 3.5% from 1949 to 1950. This is result of study of footwear productivity as made by Bureau

of Labor Statistics. Index of total man-hours worked per pair of shoes (1939 equals 100) declined from 97.4 in 1949 to 94.0 in 1950, the best record since World War II.

Major factor contributing to this productivity increase was 8% increase in total output of the industry from 1949 to 1950. Greatest proportionate increase occurred first in women's shoes, next in misses' and children's. All three groups averaged 10% increase. This was reflected in decreases in man-hour requirements of 4.2% for women's shoes and 3.8% for misses' and children's shoes.

Now that wave of reduced shoe prices has been given impetus by larger manufacturers such as International and Brown shoe companies, look for rest of industry to follow suit. Reductions at Brown and International up to \$1.00 at retail. Other firms will make proportionate cuts in fall lines. Move by two largest firms gives "official" recognition to lower leather prices, now 10.2% lower than in 1947-49 period, according to Irving Glass. Glass, speaking for new Leather Industries of America, predicts retail sales of 490,000,000 pairs this year with saving of \$500,000,000 in U. S. consumer's shoe bill from 1951.

Furriers Joint Council, central body of left-wing International Fur and Leather Workers Union, evidently takes a lot of convincing. Council has joint selected Irving Potash as delegate to its annual convention. Only hitch is that Potash is now serving five-year prison sentence for Communist activities. Potash was convicted under Smith Act during famed trial of 11 Communist leaders held last year in New York. Another delegate is Ben Gold, former avowed Communist, still president of union. Gold was recently named in magazine article as one of 10 men in position to paralyze American industry.

New outbreak of foot-and-mouth disease has shattered Canadian hopes of early end to U. S. embargo on Canadian livestock and meats. News has aroused Canadian Government's fears that cattlemen will dump their cattle on market, fearing decline in prices by next fall. Agriculture Minister J. G. Gardiner is trying to halt "dumping" by promising Government price supports on beef at least until U. S. market is opened again to Canadian exporters.

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GOOD ACTIVITY AT ST. LOUIS SHOW

LOWER FALL PRICES STIMULATE BUYING

Buyers Planning Early Fall Promotion

Lower prices averaging from 10-20 percent below last year's prices coupled with moderately active advance buying marked the sixth annual Fall showing by the St. Louis Shoe Manufacturers Association held April 27-30 at the Lennox, Jefferson, Statler and Park Plaza hotels in St. Louis.

Close to 2,500 shoe buyers from over the country attended the four-day showing of shoe styles for Fall 1952 as conceived by manufacturers predominantly from the St. Louis area.

Price cuts reported ranged generally at wholesale from five to 25 cents per pair on women's casuals, 25-35c on novelties, five to 25 cents on juveniles, and from 50-60 cents per pair on men's dress shoes.

Exhibitors were agreed by show's end that more actual orders were placed at this show than at any one of the previous five. Delivery dates were quoted as from 20-30 days on staples and as far ahead as June and July by novelty shoe manufacturers who do not have in-stock departments.

As in earlier Fall showings, leather in shoes was a keynote factor both in buying and planning fall lines. New styles, new colors were stressed as usual but buyers were even more impressed with the quality of lines on display.

Although a good number of novelty shoe makers claimed they had not reduced their prices for fall, the trend was everywhere evident and buyers especially were on the hunt for lines that would at least give them more leeway in mark-ups on fall lines. Manufacturers who had not yet reduced prices by Showtime were expected to announce new cuts shortly.

Most exhibitors felt this would mark the last reduction in fall prices. Recent strengthening of the hide and leather markets was regarded as a good omen.

Buyers from all sections spoke optimistically of fall. Large retailers in particular said they were looking forward to one of their most active seasons since World War II. For

one thing, inventories have "levelled off" at retail and consumer levels, they say, and buying will be on a "need" basis. All said careful planning of promotion and merchandising along with close analysis of sales and inventories will keynote fall retail activity.

Many retailers said they were planning to offset the lull between summer and fall buying by launching fall promotion and advertising about the middle of June. This was given as one of the reasons for good advance buying at the Show.

While the color angle was a general cause of more enthusiasm among women's shoe buyers, men's and children's lines had to depend upon other features to attract buyers. Variations in style were reported by many firms. In general, the cushion crepe sole was much sought in men's lines as well as the moccasin-type shoe with a white stitch trim.

Among new products exhibited was a receding wall last which was predicted as harbinger of a new trend in women's closed toes.

An outstanding social event of the Show was the Cocktail Party held Monday evening at the Park Plaza. Winners in a St. Louis Association-sponsored shoe design contest were presented prizes by John Dunbar, shoe design instructor at Washington University.

Another feature event was the Beef Steak Dinner held Tuesday evening at the Hotel Jefferson. John Dunbar was presented with a Hamilton watch by the Association in recognition of his work with the shoe design course. Songstress Evelyn Knight and comedienne Jean Carroll headed the full entertainment program.

SHOE SALES GAIN; PROFITS DIP IN 1951

Net sales of the first 13 shoe manufacturers to report sales and profits figures for 1951 totaled \$752,318,320 or 14 percent greater than their combined sales volume in the preceding year.

Total net profits, however, totaled only \$22,072,542 after taxes or a decrease of 17.6 percent from combined profits after taxes and charges for the previous year.

Average rate of net income to net sales was 2.9 percent in 1951.

FOUR MONTHS' SHOE OUTPUT SEEN OFF 5.8%

But Civilian Total Gains On 1951 Rate

Shoe production in the first four months of this year will total approximately 165,700,000 pairs or 5.8 percent less than the 175,930,000 pairs produced in the same period of 1951, the Tanners' Council reports. Much of the decline, however, can be attributed to the sharply-lowered rate of military shoe procurement.

As an example, April shoe production is estimated by the Council at 38,500,000 pairs, some one million pairs less than the 39,635,000 pairs reported in April 1951. However, April 1951 totals included some two million pairs of military shoes whereas military procurement this April is estimated at below one million pairs.

The Council adds an encouraging note by pointing out that average civilian output in the first four months 1952 is estimated at 40.5 million pairs per month. This is at least five million pairs per month above the civilian monthly average of 35.5 million pairs in the last nine months of 1951.

Although the production record since Jan. 1952 is "certainly not remarkable," the Council says, the fact that the "change of trend did take place in the face of so many adverse circumstances, in the face of retail caution and confusion, in the face of price uncertainty, is in itself remarkable. It may well reflect the underlying facts stressed . . . again and again: Retail shoe inventories are getting down to bedrock; manufacturers' stocks of leather are low enough to make prompt shipment a widely-heard melody."

March 1952 shoe production disappointed at 43,330,000 pairs estimated, a decline of eight percent from the 47,198,000 pairs reported for March a year ago. This brought first quarter 1952 production to 127,204,000 pairs or 6.7 percent below the same period of last year.

More significant is the small gain recorded in March over Feb.—a mere 860,000 pairs. Last year the gain was four million pairs while in 1950 it was almost seven million pairs.

RECORD TURNOUT SEEN AT HIDE MEETING

Full Program Attracts Wide Interest

A new record in attendance and interest is expected to be set at the forthcoming Eighth Annual Meeting of the National Hide Association scheduled May 19-20 at the Hotel Cleveland, Cleveland, O., according to John K. Minnoch, executive director of the Association.

Headlining the list of speakers is Fred H. Becker, president of The Ohio Leather Company, Girard, Ohio. Others on the agenda include J. J. Hamel of Mount Pleasant, Mich., president of the National Renderers Association; Alan J. Braun, vice president of The Braun Bros. Packing Co., Troy, Ohio; Dr. J. DeWitt Fox, M.D., editor of *Life & Health Magazine*, Washington, D. C.; Louis Seltzer, editor of the *Cleveland Press*; D. O. Kibler of The S. J. Kibler & Bro. Co., New Washington, Ohio, president of the National Hide Association; Frank Pachin of A. L. Pachin & Sons, Dayton, Ohio, convention chairman; and Glen Massman, Dayton, Ohio, executive secretary of the Dayton Foreman's Club, largest of its kind in the world.

Becker will be the guest speaker at the Annual Banquet Monday night, May 19, at which the Medal of Merit will be presented to the person who, in the opinion of the Awards Committee, has rendered the greatest service to the hide and leather industry during the past year. The medal will be presented by Irvin J. Mindel of A. Mindel & Sons, Toledo, Ohio, chairman of the Awards Committee. In addition to the Medal of Merit, four certificates are to be awarded this year for "Outstanding Achievement."

Officers will be elected on Monday morning, May 19, after the general membership has balloted for five directors to fill vacancies. A list of 10 candidates as nominees for directors has been announced by the Nominating Committee, headed by Frank E. Brown of Frank E. Brown Company, Roanoke, Va. The slate follows: Milan B. Mann of Milan B. Mann, Los Angeles, Calif.; Merle A. Delph of M. A. Delph Co., Inc., Indianapolis, Ind.; Frank A. Pilchard, Pilchard, Elliott & Co., Fort Worth, Texas; Nick Beucher, Jr., Packing House By-Products Co., Chicago, Ill.; Gus B. Kaufman, G. Bernd Company, Macon Ga.; Cliff Stevens, Stevens Hide & Brokerage Co., Owatonna, Minn.; Louis Meisel,

Louis Meisel Company, St. Louis, Mo.; Raymond Vaughan, Vaughan Brothers, Hartville, Ohio; Frank Pachin, A. L. Pachin & Sons, Dayton, Ohio, and Leo J. Selya, Boston, Mass.

Allied Products Show Set September 3-5

The Advisory Committee of the Allied Shoe Products and Style Exhibit has approved Sept. 3-5 as dates for the coming spring exhibit by the Allied trades group.

Because of the Labor Day weekend, exhibit activity will start on Wednesday, Sept. 3, at the Hotel Belmont-Plaza in New York City—one full day in advance of the Tanners' Council showing of leathers for spring at the Waldorf-Astoria.

The Allied Show will be expanded to include an array of booth exhibits in the Modern Ballroom, Blue and Oak rooms, in addition to the usual displays in suites and rooms of the Belmont-Plaza.

U. S. Leather Sells Last Tannery

Sales of the last sole tannery held by the U. S. Rubber Co.—the Williamsport, Pa., plant—to Glyco Products Co. of Brooklyn, chemicals manufacturers, was reported this week.

The plant, comprising seven and one-half acres, consists of 10 buildings, power plant, traveling cranes, and four railroad sidings. Machinery and equipment in the buildings were included in the sale. Property had been held for \$500,000.

New England Tanners Offer Scholarship

The New England Tanners Production Club has announced the establishment of a \$500 tuition scholarship for the scholastic year 1952-1953 to a student entering either the Leather Engineering Course at Lowell Textile Institute or the School of Leather and Tanning Technology at Pratt Institute, Brooklyn, N. Y.

Preference will be given an employee engaged in the tanning industry in New England or to a member of his or her family. The winner will be allowed his choice of school.

Lowell Textile Institute established a four-year degree course in Leather Engineering in 1949 while Pratt Institute opened its own three-semester specialized course in Leather and Tanning Technology a year ago.

Fox Edge Offers New Paper Cord

The Fox Edge Co., Inc., of Lowell, Mass., has announced development of a new twisted paper cord called Foxcraft. The cord is already in use in the manufacture of firm weltings for the upholstery, handbag, shoe, luggage, trimming and automotive trades.

Outstanding characteristics of Foxcraft, the company claims, include a smooth, non-fibrous surface, increased tensile strength, extreme uniformity of size, firmness and flexibility.

STUDY EUROPEAN SHOE MACHINERY



Peter DePesa (left) and Trygve Gulbrandsen, both of International Shoe Machine Corp., Cambridge, Mass., who will visit Europe as part of the company's plan of making available to U. S. shoe manufacturers the latest in European shoe machinery. ISMC president J. S. Kamborian launched the program during a trip to Europe last year and DePesa and Gulbrandsen will check progress of machinery now in production and to be made available here through International. DePesa will study production and quality advantages while Gulbrandsen will work on engineering and mechanical developments.

POPULAR SHOW OFFERS FASHION TALKS

Leading fashion editors and style authorities will present a series of 20-minute commentaries at scheduled hours during the Fall Fashion Exhibit of the Popular Price Shoe Show of America, according to co-managers Edward Atkins and Maxwell Field. The Exhibit will be held at the North Ballroom of the Hotel New Yorker from Sunday morning, May 11, through Wednesday, May 14.

Ruth Hammer is directing the "Fashion Exhibit" called "Main Street, U. S. A." It will emphasize the "Americana" theme both in scenic background and shoe styles.

Tickets for the exhibit will be available at PPSSA registration desks at both the New Yorker and McAlpin hotels.

The commentary on Men's fashions and shoes will be delivered by Perkins Bailey, executive editor and fashion analyst of *Men's Wear Magazine* and men's wear editor of *Look* and *Quick*. Bailey will be heard Sunday, May 11, at 2 p.m., Monday,

May 12, at 2 p.m., and Tuesday, May 13, at 10 a.m.

Ruth Kerr Fries, Director, Calf Leather Division, Tanners' Council of America, will discuss children's fashions and shoes Sunday, May 11, at 5 p.m., Monday, May 12, at 3 p.m., and Tuesday, May 13, at 2 p.m.

Four fashion magazine editors will present fashion background stories in the women's field.

Jerry Stutz, associate fashion editor of *Glamour*, will speak at 4 p.m., Sunday, May 11.

Carolyn Saks, associate fashion and merchandising editor of *Charm*, will appear at 4 p.m., Monday, May 12.

Maggi Polk, of *Good Housekeeping*, is scheduled for 11:00 a.m., Tuesday, May 13.

Virginia Mack, assistant fashion director of *Seventeen*, will conduct a program at 3 p.m., on Tuesday, May 13.

Copies of the PPSSA Fall Fashion Forecast will be distributed during the exhibit. Four thousand copies of this publication were mailed this week to retailers and manufacturers in the popular price shoe market.

INNES BUYS GUARANTEE SHOE

Innes Shoe Co. of Los Angeles, Cal., has announced the purchase of Guarantee Shoe Co. of San Antonio, Texas, one of the oldest retail shoe stores in the Southwest. Innes itself, which has six retail stores and five leased departments in Southern California, was acquired by General Shoe Corp. of Nashville, Tenn., in 1951.

The Guarantee Co. will continue to be operated under its existing name. Paul M. Siegel, president of Innes, will serve as president of the newly-acquired company, while its founder, J. M. Watson, Sr., will remain as chairman.

Leather Chemists To Meet In Naples

The American Leather Chemists Association has been advised that the Italian Leather Chemists will hold an important meeting at Naples, Italy, from May 31-June 2.

The American society will itself be holding its annual meeting June 1-4 at the Ocean House, Swampscott, Mass. However, members of the American society who expect to be in Italy at that time are requested to contact Dr. R. M. Koppenhoefer.

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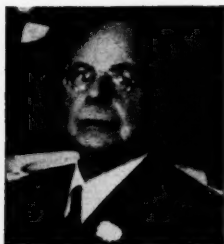
U. S. Has Highest Quality, Lowest Prices

"Americans are the only people in the world who buy and use an average of three or more pairs of leather shoes per person each year," according to Herbert Lape, Jr., chairman of the National Shoe Fair Committee, and president of The Julian & Koenig Co., Columbus, O., shoe manufacturers. "Not only do they consume more pairs, but they receive the world's finest style and quality selection, and at the lowest prices relative to family income."

"By comparing shoe consumption in other countries we can better appreciate how really well shod we are as a nation. For example, in South America the average person consumes only 4/5ths of a pair of leather shoes annually; in Europe, slightly under one pair; in Africa, 1/4 of a pair; in Asia, less than 1/10th of a pair. And in Russia (world's second largest shoe producer—though with an output less than half that of the U. S.), consumption is less than one pair per person. In fact, nearly three-fourths of the world's 2.5 billion population can't afford the 'luxury' of leather shoes."

RANKIN MARKS 50TH

Burt W. Rankin, co-founder and treasurer of Hunt-Rankin Leather Co., Boston, was receiving congratulations this week as the first and only industry executive to celebrate 50 years of membership in the Boston Boot and Shoe Club.



Rankin, who has been named an honorary life member of the Club, founded the Hunt-Rankin Leather Co. in 1907 with the late Herbert V. Hunt. Previously, both had been associated with National Calfskin Co., a former subsidiary of A. C. Lawrence Leather Co.

Lape explained that America's high pairage consumption of leather shoes is due to the efficient, low-cost, mass-production methods developed by the U. S. shoe industry, which produces and consumes about 40 percent of the world's annual output of 1,300,000,000 pairs of leather shoes, and has the capacity to produce more than half that total. "Our output of this enormous pairage on so many styles at such low prices and high values," said Lape, "has awed shoe industry executives in countries all over the world, who come to the U. S. to study our methods."

Lape added that "a typical example

is the exhibit of some 120,000 new shoe styles to be introduced at the forthcoming National Shoe Fair in Chicago next October. This is more new styles than are introduced by all the nations of the world combined—a striking example of why America is the best shod nation in the world."

• Ernest Casavant is now general superintendent in charge of manufacturing at R. P. Hazzard Co. of Augusta, Me. He was formerly associated with Hubbard Shoe Co. of East Rochester, N. H. James Davidson has been placed in charge of administration at the Hazzard Co.

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GOLDEN LEATHERBOARD COMPANY

151-ESSEX ST., MAVERHILL, MASS.

Barbour Welting Elects New Officers

Barbour Welting Co., Brockton, Mass., has announced that Walter G. Barbour sold his interest to the Corporation on April 24.

Newly-elected officers are Richard H. Barbour, president; Francis L. Shea, vice president; and Perley E. Barbour, treasurer. All three comprise the new board of directors.

Francis Shea, who has been associated with Barbour Welting since 1917, was for many years superintendent of the plant and has been sales manager for the past 15 years.

Deaths

Stephen D. Bartlett

... 91, retired Haverhill, Mass., shoe manufacturer, died at Hale Hospital, Haverhill, April 23. He was born in East Kingston, N. H., educated at Andover, then moved to Haverhill where he entered shoe business. After retiring from the industry he was active in the real estate business for 12 years in West Palm Beach, Fla. Surviving him are a son, Rev. Hollis M., and three daughters.

Frank Le Roy Sparks

... 89, retired leather distributor whose business was situated in New York City, died April 26. He was a lifelong resident of Brooklyn, N. Y., retired seven years ago from business. He leaves his wife, Margaret M., and a daughter.

Max Atkins

... 76, retired manufacturer of leather sportswear, died April 28 at his home in Chicago. He was president of the Atkins Manufacturing Co., Chicago, and retired from business two years ago. He leaves his wife, Bessie, two sons, Herman and Ben, and a daughter.

Sedgewick Kistler

... 77, leather manufacturer, died April 29 at Lockhaven, Pa. He was formerly president of the Kistler Leather Co., Boston sole leather tanners. He retired in 1950. He was once very active in the Democratic Party, ran for the U. S. Senate from Massachusetts. He was a director of the Tanners' Council Research Foundation. He leaves a wife, Bertha K.

(Other Deaths on Page 58)

MILITARY BIDS AND AWARDS

Bookbinding Leathers

May 12, 1952—U. S. Government Printing Office, Office of Public Printer, Washington, D. C., has issued invitation to bid on bookbinding leathers for public printing and binding in six months' period beginning July 1 as follows: 24 dozen goatskin, Morocco grain, 0.027-0.032 inch No. 1 quality, black and colors, each skin not less than 6 square feet; 6 dozen law sheep, 0.030 inch No. 1 quality, each skin not less than 7 square feet; 1,000 square feet cowhide, cross, straight or smooth grain, 0.035 inch, in sides, No. 1 quality, black and colors; 500 square feet title skivers, various colors, 0.006 to 0.010 inch, best quality, skins not less than 7 square feet. Suitable for gold lettering, no lacquer or oil varnishes.

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- #2 "UNI-SOCK," for popular priced shoes.
- #3 "SPECIAL UNI-SOCK," for low priced shoes and heel pads.

Agents in all principal cities

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Women's Navy Shoes

May 13, 1952—Navy Invitation No. 626—9,100 pr. shoes, leather, service, oxford, black, woman's; for delivery 50% each after 60 and 90 days of contract award, Naval Supply Depot in Brooklyn, N. Y. Opening New York, 2 P.M.

Men's Slippers

May 13, 1952—Veterans Administration Invitation T-78 covering bids on 10,368 pairs men's house slippers, sizes 9-11, Spec. VAT-3046-A. Opening in Washington at 2:00 p.m. with delivery of 2,448 prs. size 9, 2,016 prs. size 10, and 5,904 prs. size 11 to Somerville, N. J., Wilmington, Cal., and Hines, Ill.

Leather Soles

May 14, 1952—Army Invitation QM-30-280-52-1664 — 50,000 lbs. leather, sole, strip, 13" wide (9 to 11 irons) AF Stock No. 7110-840000-211; QM Stock No. 34-I-1125; 50% each to Wilkins AF Specialized Depot, Shelby, O. and Cheli AF Specialized Depot, Maywood, Cal. Prices quoted should be F.O.B. Origin; F.O.B. point to be listed. 100% domestic pack; delivery 1/2 of quantity each during June and July 1952; Opening, New York, 2:00 P.M.; this procurement for the Air Force.

Women's Safety Shoes

May 15, 1952—Chemical Corps Procurement Agency, Maryland, has issued Invitation No. 475-D-B covering bids on 2,809 prs. women's safety shoes.

Navy Shoes

May 20, 1952—Navy Invitation No. 678 covering 400,000 pairs shoes, leather, black, high general purpose, Opening in New York at 2:00 p.m. eDelivery in two lots: a) 199,968 pairs to Mechanicsburg, Pa., and b) 200,032 pairs at Clearfield, Utah, during Aug. through Oct. Bidders to list F.O.B. plant price.

Machines and Parts

May 23, 1952—Army Invitation QM-30-280-52-1606 — Various shoe repair machines and spare parts for one year's maintenance; delivery during Jan. 1953; FOB Origin; opening New York 10 A.M.; this procurement for the Regular Army.

May 27, 1952—Army Invitation QM-30-280-52-1631—8,568 pr. sole,



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OPEN BOOT BIDS

There were only three bidders at the opening of Army Invitation QM-30-280-52-1487—5,202 prs. of rubber firemen's boots. The United States Rubber Company, Naugatuck, Conn., was low bidder, offering to supply the total quantity at \$6.25 per pr.; 15 days acceptance, net.

TWO LOW ON GYM SHOES

Endicott-Johnson Shoe Corp. and Bristol Manufacturing Co. were both low bidders at the opening of Navy Invitation No. 575 this week. Endicott-Johnson bid lowest on item a) 17,944 prs. men's gymnasium shoes for Mechanicsburg, Pa., Bristol on b) 27,006 prs. of the same for Clearfield, Utah. E-J's price \$1.60 per pr., Bristol's \$1.74. Both firms offered no discount. There were four other bidders.



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OPEN HANDBAG BIDS

L. M. Eddy Manufacturing Co., Inc., Framingham, Mass., was low bidder at the opening of Navy Invitation No. 531, calling for 21,000 black women's handbags. Eddy offered to supply the total quantity at \$5.97 each—all or none—ten days acceptance, 1/10 of 1% in ten days. There were eighteen bidders in all.

HOOD LOW BIDDER

Hood Rubber Co., Watertown, Mass., was low bidder at opening of Army Invitation QM-30-280-52-1375, covering 2,080 prs. firemen's rubber boots, size 5. Hood offered to supply the entire quantity at \$8.05 per pair, terms, net, 15 days acceptance. The company requested postponement of delivery from required May 31 deadline to June 30.

U. S. Rubber Co., Naugatuck, Conn., was the only other bidder, offering to supply 600 pairs at \$8.45 per pair, 15 days acceptance, net, Government delivery.

OPEN BELTING BIDS

The following firms were low bidders at opening in New York of QM-30-280-52-12, covering invitation to bid on three items of flat leather belting: Item 1—1,990 ft. 1/2" thickness, 2" width, Central Belting & Supply Co., Richmond, Va., bid \$2.16 per ft., 2%, 30 days. Item 2—1,920 ft. 15/64" thickness, 4" width. Page Belting Co., Concord, N. H., bid \$4.91 and \$4.86 per ft., net. Item 3—3,250 ft. 5/16" thickness, 6" width, Central Belting & Supply Co. bid \$1.47 per ft., 2%, 30 days.

OPEN OVERSHOES BIDS

Mishawaka Rubber & Woolen Manufacturing Co., Mishawaka, Ind., was low bidder at the opening of Navy Invitation No. 563—20,000 pr. overshoes, rubber, enlisted man's—offering to supply (a) 1,650 pr. for Mechanicsburg, Pa., and (b) 8,350 pr. for Clearfield, Utah, at \$1.28 per pr.; 30 days acceptance, net. The full quantities desired were 3,300 pr. for Mechanicsburg and 16,700 pr. for Clearfield. There were four other bidders, all of them bidding for the total quantities.

Bristol Manufacturing Co., Bristol, R. I.; all \$1.40 and \$1.51; 30 days acceptance, net.

Servus Rubber Co., Rock Island, Ill.; all \$1.43 and \$1.49; 30 days acceptance, net.

Hood Rubber Co., Watertown, Mass.; all \$1.70 and \$1.80; 15 days acceptance, net.

U. S. Rubber Co., Naugatuck, Conn.; all \$1.29; 30 days acceptance, net.

GENERAL BIDS LOW

General Shoe Corp., Nashville, Tenn., was low bidder at opening of Army Invitation QM-30-280-52-1604—23,544 pair of service combat boots. The firm offered to deliver the total quantity at \$5.87 per pr. 60 days acceptance, net. There were eight other bidders:

Endicott-Johnson Corp., Endicott, N. Y.; all \$6.815; 60 days acceptance, net.

A. S. Kreider & Son Co., Palmyra, Pa.; 11,772 pr. \$7.37; 60 days acceptance, net.

Belleville Shoe Manufacturing Co., Belleville, Ill.; all \$6.75; 60 days acceptance, 1/10 of 1% in 15 days.

John Foote Shoe Co., Brockton, Mass.; all \$7.04; 60 days acceptance, 1/8 of 1% in 20 days.

Knipe Bros., Inc., Wardhill, Mass.; all \$6.95; 60 days acceptance, 1/10 of 1% in 20 days.

Field & Flint Co., Brockton, Mass.; 11,772 pr. \$7.77; 60 days acceptance, net.

E. J. Givren Shoe Co., Rockland, Mass.; all \$9.02; 60 days acceptance, 1/10 of 1% in 20 days.

Allan Squire Co., Spencer, Mass.; all \$6.36; 60 days acceptance, 1/10 of 1% in 20 days.

OPEN SHOE BIDS

General Shoe Corp. turned in low bid on Navy Invitation No. 555—12,000 pr. high black leather general purpose shoes, 50% each to destination a) Mechanicsburg, Pa., and b) Clearfield, Utah—promising supply of the total quantity at \$4.41 and \$4.16; all or none. 15 days acceptance, 1/10 of 1% in 10 days. There were six other bidders:

E. J. Givren Shoe Co., Rockland, Mass.; all \$7.45; 60 days acceptance, 1/10 of 1% in 10 days.

Old Colony Shoe Co., Brockton, Mass.; a) \$6.11 and b) \$6.39; or all FOB plant \$6.00; 20 days acceptance, 1/8 of 1% in 20 days.

Sportwelt Shoe Co., Brockton, Mass.; a) \$4.94; b) \$5.24; 20 days acceptance, 1/10 of 1% in 10 days.

Endicott-Johnson Shoe Corp., Endicott, N. Y.; all \$4.88; 10 days acceptance, net.

Craddock-Terry Shoe Corp., Lynchburg, Va.; a) \$4.46 and b) \$4.76; 10 days acceptance, 1/10 of 1% in 30 days.

A. S. Kreider & Son Co., Palmyra, Pa.; a) \$4.87 and b) \$5.23; 15 days acceptance, net.

Person to Person

• **Vincent C. Henrich**, manager of the Houston, Tex., plant of Rohm & Haas Co., has been elected a vice president of the firm.

• **Joseph S. Oettinger** of Miles Shoes in New York has been named on a committee of 150 planning a dinner in honor of John Foster Dulles, former American Ambassador-at-Large, and Samuel D. Leidesdorf, civic and welfare leader. The dinner is sponsored by the National Conference of Christians and Jews to be held Monday, May 12, at the Waldorf-Astoria, New York.

• **Walter Ziegler** has been appointed to the new position of general sales manager of Fleming-Joffe, Ltd., reptile and specialty leather tanner in New York. A veteran of the leather trade since 1927, Ziegler was sales manager of Hunt-Rankin Leather Co. in Boston for 10 years. He will have his offices in New York and also assist Morris Joffe, vice president and general manager.

• **J. Willard Horton** has retired as head of the men's department of design at the Geo. E. Keith Co., Brockton. An outstanding designer of men's shoes, Horton has been with the Keith Co. for 51 years. He was presented with a gift of an outboard motor by associates.

• **Sidney Westheimer** has resigned as vice president of H. Elkan & Co., New York hide and skin firm, according to W. S. Stern, president.

• **Stanley N. McNeilly** has been elected president of the Felt Association, which has manufacturers, cutters and jobbers of wool felt as members. McNeilly is treasurer of Bacon Felt Co., Taunton, Mass.

• **Patrick J. Burns**, head cattle buyer for Armour & Co., Chicago, is scheduled to retire May 3 after 49 years with the firm. He will be succeeded by Herbert V. Major, assistant cattle buyer.

• **Vincent J. Bullen** has retired as head of Swift & Co.'s tallow department after holding the position for the past 30 years. He will be on pen-

sion after spending the last 49 years with Swift. R. L. Gollhofer, a Swift employee since 1933, succeeds him.

• **Arthur Sauer** has joined the staff of Tanimex Corp., New York. He will aid in the sale and development in the U. S. and Canada of Tanimex brands of solid quebracho extract, wattle extract and various types of spray dried and powdered extracts as well as raw tanning materials.

• **Dominic Sanzo** is now factory superintendent at A. S. Kreider & Sons Co., Palmyra, Pa., shoe manufacturer, it is reported. C. B. Logan, formerly superintendent, is now plant manager. Sanzo was formerly with Green Shoe Co. of Boston.

• **Frederick Gardner** has been appointed national sales manager of the Plastics Division of Plymouth Rubber Co., Inc., Plymouth, Mass. Gardner was formerly associated with Southbridge Plastics, Inc. He will have charge of distribution of Plymouth's line of plastic film, including plastic coated fabrics and rubber and composition soles and heels. Gardner's offices will be at 267 Fifth Ave., New York.

• **Miss Emily Bryant** has been appointed Fashion Director of the National Shoe Manufacturers Association. She succeeds **Florine Maher**, who has resigned and will be married shortly. Miss Bryant has been assistant to Miss Maher since 1948. Previously, she attended the Fashion Academy and was a designer for Langail Sportswear in New York.

• **Dr. Robert P. Parker** has been named director of Chemical Research



of the Calco Chemical Division, American Cyanamid Co., Bound Brook, N. J. He joined Calco's Research Department in 1934 and has been concerned mainly with dyes and pigments.

• **Gene Shockly** has resigned as superintendent of the Tipton, Mo., plant of Weber Shoe Co., it is reported.

• **Gene McGratch**, formerly upper leather buyer for Boyd-Jones Shoe Co. of St. Louis, has joined Florsheim Shoe Co. in Chicago, it is reported.



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LEATHER MARKETS SHOW MORE ACTIVITY IN PAST WEEK

Strengthened Hide Market Stimulates Interest Of Leather Buyers

Best business in sole and side leathers. Some price advances reported. Other selections steady.

New York Leather Market

Side Upper: Tanners' representatives heard of fairly active leather sales in the Boston area last week but fail to see any of this business. Several report they advised their leather buyers here to place some orders while they can still get elk sides at 36c and down. Buyers were not impressed. Tanners will not sell below the 36c and down prices generally asked in this area for elk large spread sides, and 43-49c and down for extremes.

Calfskins: Some interest in women's weight suede calfskins but price is the main consideration as asking prices of around 80c and down are hard to get. Smooth calf is held at about 75c and down, women's weights, but the bulk of the business is in the 60's.

Sole Leather: Trading mixed with some tanners moving leather, others slow. Bends between 46c and 48c for heavies, 50-55c for mediums and up to 66c for light bends. A pretty good sized movement of 9/10 iron bends at 50c. Bellies holding steady at 22c to 24c for cows and steers. Tanners can do better in some cases putting their bellies into the pickle rather than selling for sole leather.

Double rough shoulders mixed as to tannage, etc., with some trading at 48c and at 46c and some at 45c. However, sales also reported at 50c. Single shoulders not in demand.

Sole Picks Up

Sudden strengthening of the hide market, particularly Colorados, has stimulated buyer interest in sole leathers on Boston market. Tanners report sole market appears to have grounded and is approaching a more healthy, normal condition than it has seen in months.

Most tanners point out stronger hide market partly due to speculative buying in hide futures. However, this plus tendency of leather buyers to catch bottom of market appears to have increased sales. Prices up about 2c per pound but tanners say they will resist any trend toward a runaway market. They feel sole leather prices are now at good competitive level and want to keep them there.

Bends, 10 iron and above, around 48c and down. Those 9/10 iron at 52c and down; 8/9 iron at 62c and down; light bends still around 67c.

In Philadelphia, there appears to be some difference of opinion among sole leather tanners. Some find sole leathers the only fairly bright spot in the tanning industry. Not that anyone says that business is good, but there are indications of some improvement. Shoe manufacturers starting to do some buying of factory bends. Other sole leather tanners say no increase in business, factory bends still quite slow. No one reporting any business in finding bends, heads or bellies. No prices are available from any of the tanners.

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Sole Offal Steady

Boston sole leather offal tanners and dealers report steady market, fairly good activity. Best business still in cow and steer bellies holding at 22-24c. Shoulders still slow; not enough sales to peg definite prices. Last heard was light shoulders, heads on at 40c and down, heads on at 48c and below. Heavies in low 30's. Fore shanks fair at 13-15c, hind shanks and heads at 14-18c.

Calf Slack

Calf leather tanners in Boston say situation about unchanged. There is some business in lower-priced lines but high grade calf finds selective business. Prices the same—women's weights top grades 81c and below; good grades at 70c and down. Best sales below 60c. Men's weights fairly quiet at 95c down to 55c with most activity at lower end. Suede fair at 80c and down.

Side Moving

Boston side leather tanners report better business. New life in hide market has perked up heavy leather business. Tanners far less inclined to give concessions or make distress sales. Many tanners asking 3c above former lists on heavy sides. Heavy-weight combination-tanned extremes at 43-49c and down for 4-4½ oz. Chrome tanned in mid 40's and down. Combination tanned heavyweight kips in high 40's. Sides in mid-30's and steadier; lower grades still below 30c.

Kid Leather Quiet

Kid leather tanners of Philadelphia report business extremely quiet. The only type of leather in which any business is done is black sueded. While nothing is going on in colored glazed, some tanners are still optimistic about the colors, and feel that there will be a definite demand for various shades. Tanners are still sending out samplings in a great variety of colors and report that there is great interest around, even if practically no orders have come in as yet.

Average Prices Quoted

Suede 32c-92c
Glazed 25c-90c
Slipper 25c-60c
Linings 25c-60c
Crushed 35c-75c

Sheepskins

There has been a little more interest shown for shearlings and clips. Big packers have sold clips at \$2.25 and No. 1 shearlings at \$1.85-2.00, as to lots. Small packer productions recently sold at \$1.60 for No. 1s, and

some of these sellers have had difficulty obtaining that price for additional lots. Rumors of some selling as low as \$1.50. This price is under the basis asked for big packer No. 2s which have been held around \$1.60 while No. 3s are pegged around \$1.25. Shearing operations are expanding throughout the country due to the warmer weather and more No. 2s and No. 3s are being produced.

Spring lamb pelts coming forward in better volume. While Arizonas were last reported sold at \$2.35, there are reports of Californias bringing up to \$2.50 and even shade better, per cwt. liveweight basis, for pelts from lambs averaging around

100 lbs. Winter wool pelts are nominal around \$3.75-4.00. Dry pelts are unchanged at 25-28c. Pickled sheep and lambs are ranged \$8.00-8.50 per dozen for winter skins. Some buyers are reluctant to pay more than the inside price due to poor quality.

Work Glove Leather Spotty

Some sales of No. 1 grade LM weight work glove splits have been reported down to 12c with No. 2 grade at 11c and No. 3 grade at 10c. This level the low point reached gradually sagging. M weight alone is listed at 13c for No. 1 grade, 12c for No. 2 grade and 11c for No. 3s.



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In certain selling quarters, there has been some resistance shown in accepting these prices as sellers have ideas about a cent higher. More inquiries from various buyers and the better interest has tended to supply a little buoyancy to the market. The situation in raw material and other leather markets is receiving close attention. Any appreciable improvement should have some effect upon the situation, at least changing sentiment from the gloom that has pervaded the trade here for some time.

Belting Leather Dull

Belting leather tanners in Philadelphia find no improvement in business in any area. Some say present market most competitive one they have ever seen. There is just not enough business around, and to get any orders the tanners claim they have to practically "give leather away." Prices are so weak that no one will give any quotations. Shoulders very poor. Curried shoulders slow. Rest of curried leather industry is weak.

While no one will give quotations lower than the lowest level of our published figures, some carriers say that the only way they can do business is to come to some understanding with the customer at the time of the sale.

AVERAGE CURRIED LEATHER PRICES				
Curried Belting	Best Selc.	No. 2	No. 3	
Butt Benda	1.22-1.35	1.18-1.30	1.14-1.20	
Centers 12"	1.51-1.62	1.39-1.57	1.26-1.35	
Centers 24"-28"	1.45-1.58	1.39-1.53	1.30	
Centers 30"	1.39-1.52	1.34-1.47	1.29-1.30	
Wide sides	1.12-1.28	1.08-1.23	1.01-1.08	
Narrow sides	1.04-1.20	1.00-1.16	.94-1.00	
Premiums to be added: Heavy minus 5c-10c; Extra Heavy minus 2c to plus 5c; Light plus 10c-21c; Extra Light plus 25c.				

Bag, Case and Strap

Some business in case leather has been passing at the lower prices lately established or down to 48c for 2½ ounce and around 52c for 3 ounce. Trade not brisk but occasional sales. Some leading sellers of strap leather reduced their lists on Monday of this week by as much as 5c in an effort to stimulate new busi-

ness. On Grade A russet, 4/5 ounce is now listed at 55c; 5/6 ounce at 57c, 6/7 ounce 59c; 7/8 ounce 61c; 8/9 ounce 63c; 9/10 ounce 66c and 10/11 ounce 69c. B grade is listed at 4c less and C grade an additional 4c less. Colors are 2c above russet prices and glazed strap 3c higher; B grade 4c less and C grade another 4c less. Previously, the same sellers had been listing at 60c down for 4 ounce, 62c and down for 5 ounce, etc., top grade russet strap leather. As previously reported, there have been some purchases of fairly good quality strap leather for some tanners at 46c for russet and 48c for black 4/5 ounce stock.

Garment Leathers Slow

A little business is being booked in sheepskin leather for the garment trade and prices holding about unchanged. The movement of suede best and 31-32c covers the prevailing price range on top quality while tannery run lots bring 26c on a volume basis. Grain garment leather holding unchanged although the range of 32-34c may be a little topy on the better descriptions as some say 32-33c would apply to most of the business being done although, on a volume basis, some sales were recently made as low as 26c for tannery run, putting the grain type more or less on a par with suede.

Horsehide garment leather selling fairly well at 36c and down and average price basis continues around 33-34c. Many making preparations for good season this coming Fall and Winter as lower prices on the finished garments should stimulate buying by the public.

Tanning Materials Slow

Raw Tanning Materials

Divi Divi, Dom., 48% basis shp't, bag	\$ 88.00
Wattle bark, ton	
..... "Fair Average"	\$101.00-\$105.00
..... "Merchantable"	\$ 97.00-\$100.00
Sumac, 25% leaf	\$140.00
Ground	\$135.00

Myrobalans, J. 1's	\$44.00
Crushed \$65.00	\$38.00
R. 1's	\$44.00
Valonia Cups, 30-32% guaranteed	\$65.00
Valonia Beards, 42% guaranteed	\$84.00-\$85.00
Mangrove Bark, 30% So. Am.	\$52.00
Mangrove Bark, 38% E. African	\$50.00

Tanning Extracts

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	
Tank cars	4.25
Barrels, c.l.	5.10
Barrels, l.c.l.	5.42
Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant	
Bags, c.l.	10.92
Bags, l.c.l.	11.85
Cutch, solid Borneo, 55% tannin, plus duty	.08%
Gambier Extract, 25% tannin, bbls.	.09%
Hemlock Extract, 25% tannin, tk. cars f.o.b. works	.0625
Bbls. c.l.	.06%
Oak bark extract, 25% tannin, lb. bbls. 6½-6¾, tks.	.06%
Quebracho extract	
Solid, ord., basis 63% tannin, c.l. plus duty	11 31/64
Solid clar, basis 64% tannin, c.l.	12 3/16
Liquid basis, 35% tannin, bbls.	
Ground extract	
Wattle extract, solid, c.l.	
(plus duty) So. African	11¼-11½
Wattle extract, solid, c.l.	
(plus duty) East African	11¼-11½
Powdered super apruce, bags, c.l.	
.05¼; l.c.l.	.05%
Spruce extract, tks., f.o.b. wks.	.04%
Myrobalan extract, solid, 55% tannin (plus duty)	.10%
Myrobalan extract, powdered, 60% tannin (plus duty)	.10%
Valonia extract, powdered, 63% tannin (plus duty)	.9%
Oak Bark Extract, Powdered, Swedish, 65% tannin	.12%
Quebracho Extract, Powdered, Swedish spray dried, 80% tannin	.16%
Wattle Extract, Powdered, Swedish, 73% tannin	.16
Powdered Spruce, spray dried	.3%

Tanners' Oils

Castor oil, No. 1 C.P. drs. l.c.l.	.31%
Sulphonated castor oil, 75%	.27%
Cod Oil, Nfd., loose basis, gal.	1.05
Cod, sulphonated, pure 25% moisture	.14%
Cod, sulphonated, 25% added mineral	.12%
Cod, sulphonated, 50% added mineral	.11%
Linseed oil tks., zone 1	.162
drums, c.l. 177, l.c.l.	.187
Neatsfoot, 20° C.T.	.32
Neatsfoot, 30° C.T.	.30
Neatsfoot, prime drums, c.l.	.14%
Neatsfoot, sulphonated, 75%	.17%
Olive, denatured, drs. gal.	2.40
Waterless Moellon	.18
Artificial Moellon, 25% moisture	.13
Chamois Moellon, 25% moisture	.11
Common degrass	.14%
Neutral degrass	.27%-29
Sulphonated Tallow, 75%	.12
Sulphonated Tallow, 50%	.08
Sponging compound	.14
Spill Oil	.12-14
Sulphonated sperm, 25% moisture	.15%
Petroleum Oils, 200 seconds visc., tks., f.o.b.	.17
Petroleum Oils, 150 seconds visc., tks., f.o.b.	.16
Petroleum Oils, 100 seconds visc., tks., f.o.b.	.14

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"McAdoo & Allen's" "Liberty Bell" Welting
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McADOO & ALLEN WELTING CO.

QUAKERTOWN, PENNSYLVANIA

LEATHER and SHOES

May 3, 1952

HIDE MARKET SPOTTY AS TONE REMAINS UNSTEADY

Big Packers Report Better Movement In Heavier Selections

Big Packers Better

One big packer sold 1,500 Cedar Rapids heavy native steers at $\frac{1}{2}$ c advance or $11\frac{1}{2}$ c flat for kosher, construed in some quarters as indicative of a 12c market for stuck-throat hides. Light native steers sold in a limited way at 15c while last reported trading in ex. lights was at 17c. Trading in heavy native cows was a feature with prices of this selection moving as much as one cent up. One big packer sold a total of 3,000 at $12\frac{1}{2}$ c for Chicago-Omaha and 13c for St. Paul. An independent packer also sold 800 Chicago heavy cows at $12\frac{1}{2}$ c.

Branded steers also came in for an advance and while buying this week was primarily done in one direction, two packers were able to sell about 8,500 at $10\frac{1}{2}$ c for butt branded and $9\frac{1}{2}$ c for Colorados. Also, on Tuesday, one big packer sold 1,000 Kansas City light native cows at $15\frac{1}{2}$ c which was considered $\frac{3}{4}$ c above previously paid price. More interest was being shown at the new prices for all of these selections. One

of the big packers, however, was slow to offer out hides. This seller had moved a few quietly late last week, some going for export to Japan it is said. Last sales of ex. light branded steers were at $15\frac{1}{2}$ c and light branded at 13c. Native bulls sold in a small way at 9c for St. Paul and $8\frac{1}{2}$ c for Eau Claire productions with branded at 1c less, about 500 from each point involved.

Independents Spotty

Late last week, a large Minnesota packer sold a car of branded cows at $11\frac{1}{2}$ c which was 1c above the price previously paid for big packer northerns. The same packer sold a car of heavy native steers at $11\frac{1}{2}$ c, and had previously sold 600 March-April 71 lb. avg. Colorados at 9c. An Indiana packer sold 1,000 Omaha butts at 10c and a Wisconsin packer obtained 9c for a car of bulls, basis natives, all prices f.o.b. points of shipment. No new trading by big packers on the Pacific Coast; quiet sales by independent and smaller

packers involving heavy steers of around 85 lbs. average at down to $6\frac{1}{2}$ c while cows moved at prices from 8c to $9\frac{1}{2}$ c depending upon average. West coast dealers are said to have made sales for export to Japan.

Small Packers Firmer

Lighter hides seemed to receive best call and southwesterns such as Texas plump 40 lb. avg. productions sold back up to $14\frac{1}{2}$ c flat f.o.b. and more were wanted at midweek on that basis. Hides averaging up to 47 lbs. were wanted around $12\frac{1}{2}$ c but not easy to buy at that price. Several cars early this week sold at 12c for 47-50 lb. avg. range. Small packer 50-52 lb. avg. hides were in demand at $10\frac{1}{2}$ c selected and around 60 lb. avg. at $9\frac{1}{2}$ c selected. The heavier hides not so easy to sell and remained around $7\frac{1}{2}$ c for 75-78 lbs. averages, western small packers usually asking the outside price.

Country Hides Stronger

Productions located more nearby and having moderate freight costs have received a better demand this week and brought 8c for regular mixed lots containing fair percentages of renderers while some light


HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close	Close	High	Low	Net
	May 1	April 24	For Week	For Week	Change
July	16.35	15.00	16.39	15.05	+135
October	16.25T	15.20	16.30	15.40	+105
January	16.20B	15.20	16.25	15.70	+100
April	16.25	15.30	+ 95
July	16.25	15.35	+ 90
October	16.33N	15.40	+ 93
Total Sales: 416 lots					

HIDE AND SKIN QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago	Suspended Ceilings
Heavy native steers	11 1/2-12	11 -11 1/2	11 -11 1/2	33	28
Light native steers	15	14 1/2	16	34 1/2	31 1/2
Ex. light native steers	17	16 1/2	18N	39	34
Heavy native cows	12 1/2-13	11 1/2-12	13 1/2-14 1/2	34	29
Light native cows	14 1/2-15 1/2	13 -14 1/2	14 1/2-15 1/2	36	31
Heavy Texas steers	10 1/2	9 - 9 1/2	9 1/2-10 1/2	30	25
Butt branded steers	10 1/2	9 - 9 1/2	9 -10	30	25
Light Texas steers	13	13	13 1/2	34 1/2	29 1/2
Ex. light Texas steers	15 1/2	14 1/2-15N	15 1/2	37	32
Colorado steers	9 1/2	8 - 8 1/2	8 1/2- 9 1/2	29 1/2	24 1/2
Branded cows	11 1/2	10 1/2-11 1/2	13 -13 1/2	33	28 1/2-29
Native bulls	8 1/2- 9	8 - 8 1/2N	10 -10 1/2	24	20
Branded bulls	7 1/2- 8	7 - 7 1/2N	9 - 9 1/2	23	19
Packer calfskins	25 -30	23 -30	27 1/2-37 1/2	80	65
Packer kipskins	22 -25N	21 -24	25 -28	55	-60



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FORMULAS

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renderer hides sold up to 8½c. The stronger undertone in big packer as well as small packer hides has had an effect upon the country market as sellers have stiffened in their ideas and now generally indicate higher ideas or up to 9c or better for choice descriptions. Tanners have been slow to follow to the higher levels asked but demand has been somewhat improved around 8-8½c. Glue hides have had better call and some sales made within the range of 6-6½c, depending upon average weights of the No. 3s.

Calf-Kip Steady

This week, one big packer sold 7,500 Milwaukee calf at 27½c for lights and 30c for heavies, prices being 2½c up on the lights and steady on the heavies. The calfskins from this point run largely to light weights. Previous big packer trading involved lights at 25c for northern and 23c for St. Louis-River points; heavies at 27½c for St. Louis-Rivers and 30c for small point northern. Last kip trading by big packers involved southern at 24c with overweights at 21c. Brokerage quarters thought this basis would mean a nominal market for northern around 25c for kip and 22c for overweights.

Large Chicago collectors last sold allweight calf (15 lbs. down) at 22½c. There has been some trading in calf by small packers. A few lots of allweights have been sold at 22c flat. Small packer kip skins were sold at 18c selected and more are wanted on that basis. Some trade sources intimate that 19c would be paid for some very desirable skins.

Horsehides Dull

An occasional sale reported at going prices. Last purchases were reported around \$5.50 f.o.b. for untrimmed northern slaughterer productions averaging 60 lbs. or better but new business restricted. Tanners slow to repeat interest at \$5.50, some only bidding \$5.25. Meanwhile, sellers have been unwilling to go along at \$5.50, asking prices currently ranging \$5.75 to \$6.00. Trimmed hides are nominally about \$1.00 less. Horse tails meeting with selective demand and appear topky at 90c, stumps and burrys out. Some buyers say they will only pay around 65c for average run. Cut stock faring no better. Fronts very slow moving within the range of \$4.25-4.75. Butts are quoted \$1.25-1.50, basis 22" and up, the outside price asked and the inside price last reported paid.

Dry Sheepskins Spotty

Only scattered sales can be confirmed as most buyers are still out of the raw stock markets. Offers not too liberal and asking prices are above buyers' views. A little more interest in wool pulling skins with reports that following late sales Australians, further business was held up due to sellers advancing asking prices. At the last Melbourne auctions, prices were four to ten pence higher. Cables stated that about 90,000 Punta Arenas frigorifico sheep and 70,000 lambs were sold locally as American buyers' ideas were below sellers' asking prices.

Shearlings difficult to sell mainly due to price differences of buyers and sellers. Punta Arenas butcher ½-1 inch skins sold locally at 45c per lb. Argentine frigorifico shearlings sold locally at \$2.30 per piece for 1-1½ inch skins. Capes are firmly held at 23 pence for ¼-½ inch and 30 pence for ½-1½ inch.

Hair sheep markets slow and nominal. Late reports that Cape gloves are somewhat easier as England has not been operating since trading at 142 shillings 6 pence, basis large Western skins. Brazil cabrettas are mixed and nominal. Not too much interest here. Considerable interest in Nigerians, but due to lack of offers, trading restricted. Buyers have indicated ideas of 50c for Sokotos and 43c for Kanos, per lb. c&f., basis primes, with usual allowances for No. 2s and No. 3s. Scattered sales passing of Mochas, blackheads for friezing, said to have sold at \$1.25 per lb., basis primes, but buyers out now. Some Cairo dry salted Sudans sold at under \$17.50 per dz., c&f., New York.

Reptiles Quiet

In general market continues quiet. Shippers at origin holding firm at recently lowered quotations and refusing counter bids or else not answering cables. There was an offer of 10,000 wet salted Bengal back cut lizards, 10 inches up, averaging 11 inches, 80/20 selection, at 72c while skins 11 inches up, averaging 12 inches, are held at 80c.

Also some interest in Agra back cut lizards with few offers but Calcutta oval grain lizards are not wanted and some selling quarters state that they could get offers as low as 14c, if buyers were interested. A combined lot of Madras bark tanned whips, equal proportion 4 inches up, averaging 4½ inches, 70/30 selection, with skins averaging 4¾ inches,

offered at 77-78c. No late offers of cobras or vipers. Siam market unchanged. Interest in ring lizards but few offered.

Aers and chouyres said to be available at origin but not interest here and the same is true of pythons. Brazil market steady as back cut tejus rather scarce and firmly held at 70-75c fob., as to shippers and assortment. Giboias slow and nominal. Some trading in Argentine lizards, 25 centimeters and up, at 85c.

Pickled Skins Dead

Very few offerings and trading has been at a minimum. Last tender of 3,000 dozen "Wallacetown" lambs sold at 63 shillings 2 pence with no further tenders or offers at the moment. Couple thousand dozen "HBMC" and "Kaiti" lambs sold at 46 and 43 shillings. Other foreign skins are slow and nominal as most asking prices are above buyers' views here. The domestic market nominally unchanged at \$8-\$8.50 per dozen, though some packers have higher views.

Deerskins Dull

Tanners are still out of the market, claiming that Brazil "jacks" are available at 50c fob., basis importers, but that they are not interested and views are considerably under asking figure. There was a report of a small sale at 53c fob., but these odd sales are not considered a criterion of the market. A spot lot said to have sold at 50c ex-warehouse. Some negotiations on Peruvians, but here too, buyers and sellers were too far apart to effect sales. No late offers of Siam skins and market difficult to quote. New Zealand market considered nominally unchanged.

Pigskins Poor

More offers have made their appearance and while shippers have not actually named prices, wanted bids. However, when bids were returned, which evidently were quite low, shippers did not reply and business remained unconsummated. Last offers Manaos grey peccaries at \$2.20 fob., basis importers, which buyers consider out of line with their views. Southern Brazil black peccaries held at \$1.75 c&f. Some interest in wet salted capivara skins with last confirmed sales at \$3.10, basis manufacturers. Chaco dry carpinchos are held at \$3.00 c&f., basis importers, which buyers consider too high. As a matter of fact, some agents believe if they could get that price bid delivered, they might be able to interest shippers.



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COLORED KID • GARMENT LEATHER

NEWS QUICKS

About people and happenings coast to coast

Michigan

• **Adolph H. Krause**, president of Wolverine Shoe & Tanning Corp., Rockford, told stockholders at the annual meeting recently that sales in the first quarter 1952 are running ahead of the comparable 1951 period in all shoes lines. The company makes both men's work and dress shoes. All officers were re-elected.

Massachusetts

• **Swank Co.**, maker of leather goods, has announced it will discontinue its lines of men's leather goods at the Taunton plant. Some 50 employees at the plant have been laid off, while another 250 are at work on Government contracts.

• With pasted leather growing in popularity, **Weber & Smith, Inc.**,

Reading chemical house, has added to its line of adhesives and now produces pastes for all types of leathers. William Cronin, sales manager, advises that choice of a paste for tannery use should be made only after careful tests to insure a paste compatible with tannage and rawstock used.

• **Berko Leather Corp.**, Peabody tanner of suede splits and sides and kips, is reported to have ceased operations and closed its doors. The firm is reported in financial difficulties.

• **Murray Leather Co.**, Woburn sides and splits tanner, has ceased operations temporarily, it is reported.

• **Dewey A. Seidel** of Boston and New York, with offices at 60 South St., hide and skin broker, is reported to have filed voluntary bankruptcy proceedings April 25 in U. S. District Court, Boston. Liabilities are \$56,470 and assets \$800.

• **R. D. Northrup Co.**, Boston advertising agency, was awarded first prize in the Associated Business Papers' annual contest for advertising in merchandising publications. The award marks the first time a Boston firm has taken first prize. Northrup prepared the winning campaign for the Kid Leather Guild of the Tanners' Council, New York.

• **R. J. Potvin Shoe Co.**, Brockton, has added a new model, the "Trailer Oxford," to its line of Buntees hand-lasted moccasins for infants and children. The new model extends Potvin's range of sizes by two full sizes since the Trailer Oxford come in sizes 4-6 and also 6½-9 in B, C, D and E. It features the company's patented one-piece seamless vamp.

• **Woburn Hide Co.**, Woburn tanner, has purchased property and buildings its tannery occupies from the estate of the late Joseph Seidel.

• **Fred L. Ayers**, president of Ayers Shoe Corp., Boston manufacturer of patented first step walking shoes for infants, has been granted two shoe design patents covering the design of a square heel shoe.

• **Bay State Shoe Supply Co.**, Wakefield, has taken additional space at its present factory building and is reporting installing new machinery to increase production.

• **Clarence N. Jacobson** is reported to have purchased an interest in **Daytimer Shoe Co.**, Worcester manufacturer of women's footwear. He has been named executive vice president

5 GOOD REASONS WHY

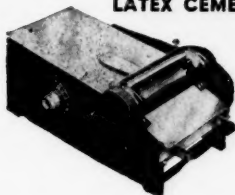
It's Smart Business To Have
WINDRAM Handle Your Backing!

- **Proper Backing** requires specialized machinery and methods . . . too costly for a shoe manufacturer to install and operate.
- **Proper Backing** requires the up-to-the-minute knowledge of experts . . . knowledge of new developments in rubber chemistry, plastics and synthetics fibers.
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- It doesn't pay to gamble with backing to save a few pennies a yard. These few pennies can cost you **REAL DOLLARS** and headaches later on.
- **Backed by Windram** means backed right . . . backed **better** . . . and backed at a cost that's far less in the long run than cheaper combining.

WINDRAM *Quality*
COMBINING—ELASTICIZING
BACKING CLOTH and PLASTICS
WINDRAM MANUFACTURING COMPANY
Established 1867
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Leading Manufacturers in the Shoe Industry use **POTDEVIN** equipment to Reduce Costs and Improve Quality!

**FIBRE TUCK
LATEX CEMENTER**



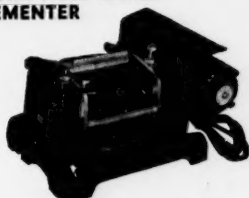
Fibre tucks are coated with latex without any adjustments for their varying thicknesses. Accommodates materials up to $\frac{1}{4}$ " thick from $\frac{1}{2}$ " to $5\frac{1}{2}$ " wide and any length. Removable tank for simple cleaning.

**MOCCASIN PLUG
LATEX CEMENTER**



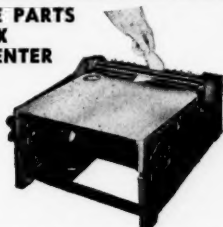
Applies up to $\frac{1}{2}$ " margin of latex to moccasin plugs. Special feature is a 2" dice bottom roller with knurled surface and a smooth 1" dice top roller to permit turning of the irregular shaped plugs. Machine easily dismantled for cleaning.

**CORK HEEL LATEX
CEMENTER**



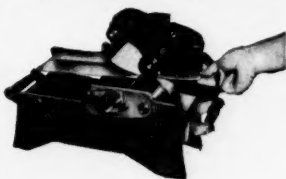
Cements cork heel wedges as used in slip-lasted shoes—up to $\frac{1}{4}$ " thick and 4" wide. Spring loaded pressure roller automatically adjusts for varying thicknesses. Latex can be added at any time without stopping machine.

**SHOE PARTS
LATEX
CEMENTER**



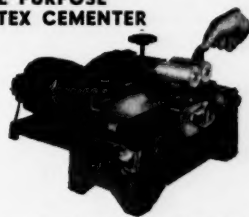
Specifically designed for coating sock linings, outside suede, silk coverings, heel pads, soles, insoles, innersoles, heel coverings and other shoe parts. Machine does not have to be dismantled for cleaning.

PLATFORM LATEX CEMENTER



Automatically adjusts itself to varying thicknesses of materials up to 3". Removable 2 quart tank for quick cleaning. Ductor roller control for even latex application. Available in widths from 1" up to 12".

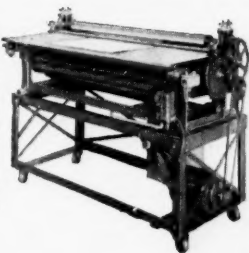
**ALL PURPOSE
LATEX CEMENTER**



For over-all and margin cementing of all shoe parts. Equipped with adjustable side guide to permit application of cement to any desired width. Non-clog coating control regulator. Machine does not have to be dismantled for cleaning.

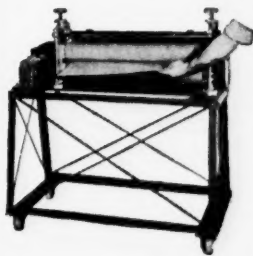
**GIANT
LATEX CEMENTER**

Accurate coating of shoe materials up to 46" wide. No skilled help required to operate machine. Mounted on portable floor stand. Non-clog coating regulator. Supplied complete ready to operate. Standard models from 6" to 46" widths. Larger widths on special order.



**SHOE MATERIALS
ROTARY COMBINER**

High speed combining of cemented materials up to $\frac{1}{2}$ " thick and 30" wide. Securely bonds layers of innersole board, cork to fiber, fiber to sponge rubber, sponge rubber to cork, sponge rubber to cloth, backing material to animal skins. Pressure adjustable to accommodate materials of varying thicknesses. Other combiners in 24", 36", 42" and 48" widths. Special machines for thicknesses up to $1\frac{1}{4}$ ".



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at the Factory Management Conference of the National Shoe
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Designers and manufacturers of equipment for Bag Making, Printing, Coating, Laminating, Gluing and Labeling

and general manager. **Ernest W. Boner** has resigned as vice president while **S. Shimer Aronson** remains as president and sales manager. Jacobson was formerly vice president and general manager of the branded division of Saco-Moc Shoe Corp. and has been active in the shoe industry for many years. Boner has not revealed his plans for the immediate future.

New York

• **International Shoe Machine Corp.**, Cambridge, Mass., manufacturer of shoe machinery, is moving its New York office to larger quarters at 99-101 Beckman St., according to Gordon Cooper.

• **Riviera Shoes, Inc.**, Brooklyn maker of women's high style shoes, will produce shoes under the name of Mackey-Starr to retail at \$18.95. Joseph Starr, formerly with Seymour Troy and Mackey-Starr Shoes, has joined Riviera, where he will be in charge of style and quality. Riviera also produces a line of unbranded shoes.

• **Karl Gruenwald**, New York leather and findings firm, has filed petition to effect arrangement under Chapter XI of the Bankruptcy Act, it is reported. Liabilities are reported

at \$5,813, with assets at \$9,262. A settlement of 50 percent is proposed.

• **Gard Industries, Inc.**, New York maker of waterproofing spray for cloth and leather materials, has named Ross Roy, Inc., as advertising agency.

• **Wayne's Slipper Co.**, New York, has taken additional loft space to enlarge its present facilities by one-third. The firm makes high-grade shearling slippers and moccasins.

• **Slattery Bros. Tanning Co.**, Boston, has named Simon Tannenbaum, 100 Gold St., New York City, as New York agent.

• **Newcomb-Anderson Shoe Co., Inc.**, Rochester manufacturer of infants' soft-soled footwear, has consented to being adjudicated bankrupt, it is reported. Receiver has been appointed.

• Trustee under bond of \$1,000 has been appointed in the bankruptcy matter of **Lucette Handbag Co., Inc.**, New York City.

• **Armand S. Bennett and Bernard Goldsmith**, president of **Overseas Commerce Corp.**, New York tanner of reptile leathers, appeared recently on the "Bob Dixon" TV show to explain and demonstrate various tan-

ning operations and features of reptile leathers.

• Creditors' committee has approved and recommended bankruptcy plan of **Progress Shoe Co., Inc.**, Brooklyn, to pay creditors 100 percent by liquidating sufficient assets.

• **John A. Dauer Leather Co.** is moving to new quarters at 100 Gold St., New York. The firm represents Legallet Tanning Co. and Sidney Tanning Co.

• **Star Slipper Co.** will shortly move into new offices at 480 Broome St., New York City.

• **Henriette Simon**, well-known New York shoe designer, has launched a new business venture under the name "Simone, Shoes-to-Match." The firm, with offices at 39 West 32nd St., specializes in matching footwear to the customer's individual costume. Prices will range from \$14.95 to \$29.95. Matching handbags are also offered.

• **Milton Klein** is reported resigning as vice president, director and New York and Philadelphia sales representative for W. B. Coon Co. of Rochester.

• **Trizonia Corp.**, importer of footwear bindings and trimmings, has moved to larger quarters at its pres-

Alligators, Lizards, Exotic Snake Skins

The most exciting leathers for the most beautiful fashion accessories in an overwhelming array of inspiring fashion colors.

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10 JACOB STREET, NEW YORK, N. Y.
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PRECISION BAND-KNIFE SPLITTER
incorporating many new and exclusive features
for splitting leather and other materials with
speed and accuracy never before possible.

THE *Randall* **COMPANY**
LEATHER WORKING MACHINERY DIVISION

Manufacturers of Leatherworking Machinery since 1858
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ent location, 450 7th Ave., New York City.

• **The American Management Association** is sponsoring a "briefing session" on contract renegotiation on Thursday, May 8, at the Hotel Astor in New York. The meeting will be held in cooperation with the Renegotiation Board, with John T. Koehler, board chairman, presiding.

Pennsylvania

• Schedule filed in the bankruptcy matter of **Alex E. Sklar** trading as Lancaster Leather Store, Lancaster leather and findings firm, lists assets of \$24,558 and liabilities of \$29,381.

• **The Eberle Tanning Co.**, Westfield, has set up a new production schedule for its latest addition to the Tioga Oak line of sole leather since the firm introduced the Fit-All tap for ladies' largest size shoes two years ago. The Tioga Oak cut shop is now turning out quantities of a new extra large men's Grainflex tap, cut on a swing pattern to cover the largest men's shoes.

Ohio

• Petition in involuntary bankruptcy has been filed in U. S. District Court,

Cincinnati, against **Schroeder Shoe Co.**, Portsmouth. Assets were listed at \$50,000. A settlement of 20 percent was originally proposed.

• **Diamond Alkali Co.** of Cleveland reports a change in its expansion plans which will increase chlorine-producing capacity by 10 percent at its Houston, Texas, plant.

Wisconsin

• **United States Rubber Co.** has announced purchase of the Milprint, Inc., plant at Stoughton. U. S. Rubber will use the plant for production of new products, principally lightweight, unsupported and supported plastic films.

Minnesota

• **Minnesota Mining & Mfg. Co.**, now observing its 50th anniversary, manufactures more than 1,000 items, including adhesives, coatings, chemicals, coated abrasives, tapes, synthetic rubber, etc.

Missouri

• **The Juvenile Shoe Corp. of America**, St. Louis, has been charged

in a Federal Trade Commission complaint with misrepresenting the therapeutic properties of "Lazy Bones" shoes for children. A hearing is scheduled May 26 in Washington.

Delaware

• Sales of **E. I. du Pont de Nemours & Co.**, Wilmington, were slightly over \$383 million in the first quarter 1952 as against \$381 million in the same period last year, according to Crawford H. Greenewalt, president. However, net before taxes was slightly lower than a year ago. This means net after taxes will be substantially lower than in 1951, Greenewalt added.

Canada

• The Canadian Government reports estimated capital expenditures for the leather products manufacturing industry during 1952 will be down to \$1.5 million, including \$0.2 million for construction and \$1.3 million for machinery and equipment. This compares to \$2.4 million in 1951, including \$0.8 million for construction and \$1.6 million for machinery and equipment.

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Full and Corrected Grain Chrome Calfskins:
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WHEN THE TALK'S ABOUT STITCHING UPPERS . . .

Any time the conversation gets around to machines for stitching uppers, there's more than a good chance that SINGER* machines will be tagged "first choice!" Because shoe manufacturers have learned from years and years of experience that every upper stitched on a SINGER starts on its way with something extra in seam strength and appearance . . . and that The SINGER Sewing Machine Company has been quick to supply the ever wider variety of sewing machines and driving equipment of greater efficiency needed to enlarge the industry's capacity, improve the quality of its products and increase the productivity of its operations.



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Deaths

John T. La Forge

... *hide executive*, was killed recently in an automobile accident while returning to his home in Freeport, Ill., from a business trip. Head of John T. La Forge Co. of Freeport, La Forge had been active in the hide and skin industry for many years and was well known throughout the trade. He had served several terms as a director of the National Hide Association and was president of the National Render-

ers' Association from 1946-1948. He is survived by his father, his wife, several children and three brothers.

William N. Sitton

... 65, retired *shoe manufacturing executive*, died April 22 of a heart ailment at his home in Chesterfield, Mo. He had retired on March 1 as a director and assistant treasurer of International Shoe Co. in St. Louis. A veteran of the shoe industry, Sitton first became associated with International when he joined the firm as assistant cashier in 1908. He advanced

through various executive functions to the position of treasurer. Surviving are his wife, Ann D.; and a daughter, Mrs. Margaret Kline.

Robert S. Dallas

... 54, *shoe machinery engineer*, died recently at his home in Beverly, Mass. He was a consultant mechanical engineer for United Shoe Machinery Corp. A native of Scotland, Dallas studied at Boston University and Massachusetts Institute of Technology. He served in the Navy during World War I. He was a Mason and a member of the USMC Quarter Century Club. Surviving are his wife; his father, Charles; five brothers and four sisters.

LeRoy Lauff

... 53, *shoe sales executive*, died April 23 of a stomach disorder at the Missouri Baptist Hospital in St. Louis, Mo. He was assistant sales manager of International Shoe Co. in St. Louis and had been associated with the firm for more than 35 years. He leaves his wife, Margaret; two daughters, Margaret and Ruth Lauff; and a sister, Miss Edna Lauff.

John T. Carlisle, Sr.

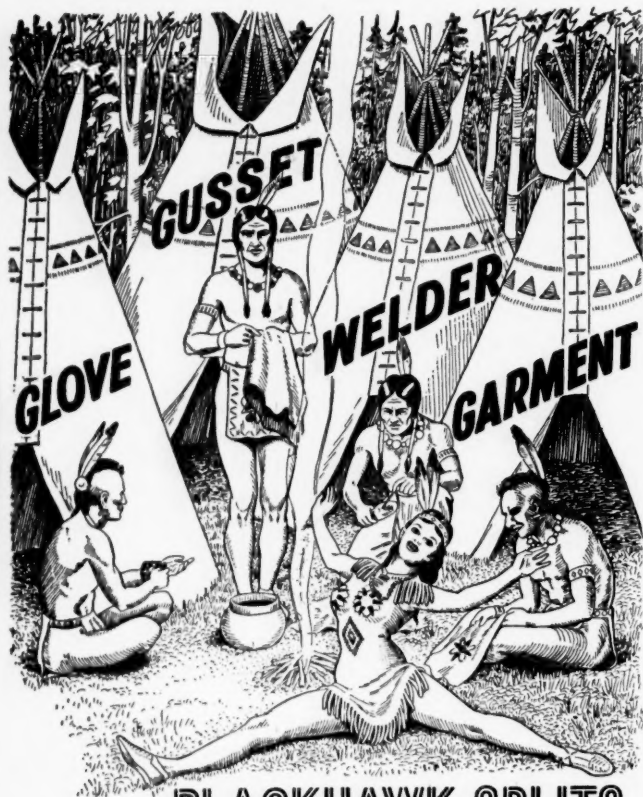
... 86, *shoe manufacturer*, died recently at Huntington Memorial Hospital in Pasadena, Cal. A veteran shoe manufacturer, Carlisle was well known among shoe executives in both the West Coast and Ohio areas. He had moved to Pasadena nine years ago from Cincinnati. Survivors include two daughters, Mrs. Giles Wright and Mrs. Marion Byard; and three sons, John T., Jr., Louis and Clark.

Milton H. Ballard

... 82, *shoe machinery research executive*, died recently at his home in Beverly, Mass. He was associated with the experimental department of United Shoe Machinery Corp. for more than 30 years prior to his retirement in 1945. A native of Concord, N. H., he had lived in Beverly for the past 28 years. He was a member of the USMC Quarter Century Club.

Harry M. Pethybridge

... 77, retired *cut sole manufacturer* and former bank official, died April 18 at the Benson Hospital, Haverhill, Mass. He first became connected with the cut sole industry as a member of the firm of Charles E. Greenman & Co., and later with the firm of Greenman & Pethybridge, doing business in Haverhill and Hampton, N. H. Besides his wife, Mildred E., he leaves a son, William F. Pethybridge.



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A SLEET SHOE



Newton Elkin
FOOTWEAR

PANDORA
FOOTWEAR

Daniel Green
Comfy
Slippers

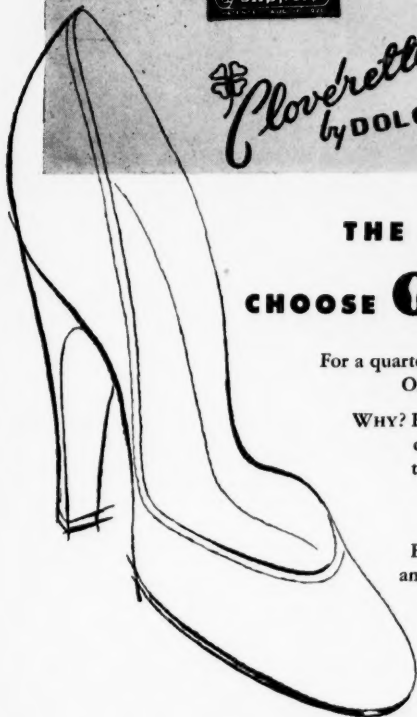
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CONSTANT DRYING
(Regardless of Season)

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3
EVEN DRYING

4
CONTROLLED DRYING

5
LESS FLOOR SPACE

6
FEWER LASTS NEEDED

7
**REDUCED OVERALL
COSTS**

Thoroughly tried and proved, Fostoria Infra-red shoe drying equipment in portable type banks and complete ovens is now being used by many shoe factories in the U. S. and Canada. Users will verify the outstanding advantages listed. There is a big difference between Infra-red lamps and a Fostoria Infra-red oven. You will want the full story.

USES INCLUDED THE FOLLOWING APPLICATIONS

- Sole drying before finishing
- Cement drying
- Dehydration of moisture from uppers
- Box toe setting
- Drying paint, inks, stains on heels and edges
- Counter softening

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Shoe Drying Jobs Can be done BETTER with Fostoria Infra-red

CINCINNATI HOST

(Concluded from Page 9)

demonstration. Nolan will report on foreign shoe machinery and its availability for use in the U. S., with possible servicing arrangements here. Nolan will be accompanied by Paul Eckelberger, shoe machinery manager of Endicott-Johnson Corp., and both will be escorted by Thomas Bata of the vast Bata Shoe Corp., while in Europe.

Perhaps the most enlightening aspect of all is the spirit of open cooperation and free exchange of ideas. As expected, during the first Conference there was a guarded reluctance on the part of many attending delegates to speak openly at the technical sessions. It was the natural hangover of the old order, the tendency toward "secrecy." But as the meetings progressed, and voices became less guarded and reserved, delegates were surprised to learn that their own problems—along with their presumed "secrets"—were not as singular as they'd always believed.

However, it took these conferences to impress that fact upon these minds. Once that happened—the realization that the problems were common and mutual, along with the secrets, the mental and vocal doors opened wide. Today, these conferences are the acme of free exchange of ideas, of cooperation that typifies scientific advance. Factory executives are now seeing their industry and their problems in a fresh, invigorating light.

The over-all result has been an inspired productiveness that comes from stepped-up education and expanding knowledge, all due to the exchange of experience.

One delegate pictured it in a graphic manner, "Take a hundred shoe factory executives with an average technical experience of 25 years of shoemaking and plant operation. It totals 2,500 years of accumulated knowledge and experience—enough to encompass the whole history of shoemaking from ancient times. And yet, these same 100 men, and the same total of 2,500 years of experience, come under one roof at one time to discuss common problems. Multiply this by 300 or 400 men, and we have eight to ten thousand years of accumulated experience. The fact that we can now share all this invaluable experience is a stupendous achievement."

And perhaps therein rests the accolade to these conferences—a stupendous achievement certain to quicken the pace and smooth the road of shoemaking in America.

— END —

WOMEN'S SHOES . . . (Concluded from Page 15)

MAKING

1. Methods of inking edges.
2. Methods of finishing rubber soles.
3. Machine heel fitting vs. fitting by hand. Cost and quality.
4. What is the best cement for Louis flaps?
5. Edge finishing on chrome type soles.

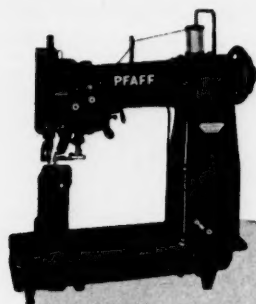
TREEING

1. Finishing processes on kid leathers?
2. Experience on tack detectors.

3. Types of cements used on socklinings.
4. What precautions can be taken to keep the top of the counter of one shoe from marking the toe of the second shoe in the one-pair box when in transit to the customer?
5. Methods of final inspection.
6. How is nylon mesh cleaned?

GENERAL

1. Experience in the use of plastic covered heels.
2. Best types of last hinges for sliplast and cement shoes.
3. Methods of covering racks to keep white shoes clean.
4. Personnel relations.



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American shoe
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COMBINATION

Tuftoe
TIPPING

Flexible Splits

SALES OFFICES IN PRINCIPAL CITIES

EAGLE-OTTAWA LEATHER COMPANY, GRAND HAVEN, MICH.

HOW TO SET UP

(Continued from Page 27)

cussion on the project to date—a statement of net results.

The second or "middle" part of the meeting may consist of an outside specialist called in to discuss in more detail the project in process. It may, for instance, be an individual from a supplying firm with an intimate knowledge of the problems, who can contribute some constructive ideas; or who is open to questions by the group. This individual, however, should be given only a limited time—15 to 30 minutes—to discuss the matter in the form of a "talk." The best meetings in terms of results are those where there is constant group participation, and not where the group comprises an audience for others.

The third and closing portion may consist of presentation of a new problem or project, its discussion, and finally its assignment to members of the group for solution.

Selecting Projects



This can be deceptively simple. Every shoe factory has "problems." The real problem, however, is to decide which are the matters most in need of attention. This sometimes presents difficulty. For example, a department head may want his own problem tackled first. If several department heads vie for preference—each sincere enough because to each of these individuals their respective problems are the most important—confusion may result, or priority given to a secondary rather than a primary problem from the standpoint of over-all importance to the factory.

Or, in the opposite sense, some department heads may tend to conceal their problems, not wishing to give other members the impression that that particular department is having difficulties, and that the department head is therefore incompetent. In this instance, either the presiding officer, or the boss himself (speaking, however, only as a member of the group) may suggest a study of that department as a matter of routine, as would be done in other departments.

This is a matter of individual psychology, handled as each company or group deems best.

Projects should be selected in "small pieces" so that they can be cleared over a short period of time, preferably a month. One of the most successful plant conference groups in the industry operates this way. If a particular project requires an estimated six months to complete, it is broken down into six segments, each one called a separate project, and each given a month for completion. Net results are much more concrete and noticeable on this month-to-month basis than over the longer range.

Preparing the Project



Let's say that the project selected is "Improvement of Production Flow." The objective: to increase the efficiency of work flow from cutting to shipping room, with resultant savings in cost and time. Now, a project can't be picked out of mid-air. There must be reason for its selection—most obvious because there's evident need or opportunity for improvement.

First, therefore, facts or evidence should be presented to show the need or opportunity for this project. This may call for a preliminary study. This need not be detailed, but it should uncover signs indicating possibilities of improving the work flow. With this "evidence" on hand, the topic comes up for discussion at the meeting. On the basis of this evidence the project is put on the agenda officially.

Thus, it's important that a project isn't "picked out of the hat," but first has some tangible basis which warrants it being tackled as a project.

Once it has been decided to go ahead with it, one man—perhaps the general superintendent—is selected to head the project. He selects one or two aides (though all the factory executives will play a role). An estimate of the time required to complete the project in separate stages is made. We now have the assignment, the personnel heading the project, plus the time estimate required.

The interval up to the next meeting, a month later, is used to map out the program, the systematized handling of the project. The "committee"

presents this program at the next meeting, stating what needs to be done, how it will be done, and the role of each executive in the project. In short, the project is now organized in terms of the job, the personnel, the time intervals required.

Progress Reported

This matter of assigning a specific role to each executive in every given project is enormously important. Not only does it give everyone a sense of direct participation in each project, but provides the sense of responsibility to the success of the project.

One proven way to assure this is as follows: each participating mem-



ber of the team should make out a weekly or bi-weekly "progress report" covering his role or part in the project. These in turn are given to the project's head, who incorporates all the reports into a single progress

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Fitting Room Thread
gives you all
these advantages

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NYLON THREAD

- Stronger — longer-lasting seams.
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HEMBOBS® . . . the ONLY
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Gives you up to 35% more yardage . . . saving bobbin-changing time. Styles G, L and A are available. We'll be glad to send you free samples for your own machines.

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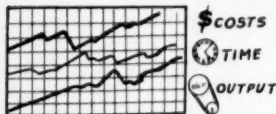
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• Trademark

report. He thus knows week to week, how the project is moving along, or in exactly what places it is falling short or having trouble. He can thus trouble-shoot specifically in these spots so that the project is "equalized" in all participating departments.

At each monthly meeting, the head of the project presents the total progress report covering the past month. In this way he can report a tangible progress, a real forward movement from Step One to Step Two or Three.

End Results



Inevitably it is asked, "Are these plant 'management conferences' worthwhile?" So many factories have tried them, only to see them peter out, or become little more than haggling or loose discussion sessions. The tangible results have, in these cases, been almost negligible, and as a consequence the conferences have been disbanded or are reduced to irregularity and non-productiveness.

The answer to the question is simply this: If tangible results are made

evident, the conferences become even more productive because of the enthusiasm of the executive personnel. *And to produce these tangible results requires that the conferences be organized in plan and method from the start.*

Lack of organization or planning, as we showed in the beginning, is the cause of failure of most factory management conference programs. That's why we have here stressed the basic details or outline of a successful conference. If it gets off to the proper start, is carried out in organized manner, the tangible results are inevitable—and the conferences are considered most worthwhile.

Now, let us say that over the course of a year a half dozen projects have been undertaken and completed. Remember, these are relatively small projects, not overly ambitious. Now, in each instance there has been an executive heading each project. He has recorded the progress from start to finish. And at the finish he has made a record of results achieved. In terms of increased production, speed, time and costs savings, better employee relations, etc. There is a written record of tangible results.

Now, multiply this times the six completed projects. Sum up the total

tangible results in terms of the above. This becomes the year's record of accomplishment. A copy of this record is given to each executive of the conference panel. There is an obvious reaction of all concerned: real progress was made during the year.

With this year's experience behind them, these executives can now move toward a slightly more ambitious program for the next year, more confident and more eager.

Lastly, a portion of the tangible savings or "profits" of the achieved program should be shared by the participating conference panel. This is simply part of any incentive system, and helps motivate future programs.

Are regular plant management conferences worthwhile in the average shoe factory? Where they are made to succeed (and many plants have made them succeed), the answer is a positive yes. Not only because of the concrete results in dollars and cents, but because these conferences, when they are made to succeed, create an inspired sense of cooperation, of teamwork, of individual participation, of "belonging"—all vital to smooth administrative operation, and the very formula which is an inherent ingredient in all successful companies.

— END —

Are you having difficulties in planning your new shoe selections for the next season?

WHY SEEK ANY LONGER?

Resort to our international shoe fashion review "BRUMAR"; 200-225 designs are always a marvelous resource for each shoe manufacturer. BRUMAR presents the most original and finest designs, created by the best shoe designers of Belgium, France, Germany, Austria, Great Britain, Italy, Spain and Norway. It contains unique models of great diversity for ladies, gentlemen, youths and children, besides very pretty designs of slippers.

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FMC EXHIBITORS

(Continued from Page 28)

water-proof cellular material will be offered in blonde, oak, and white, in sheets of any desired iron. (2) Complete line of "Nuron-Crepe" soles and sheets in five colors (natural, red, white, brown, anad black) in 12, 15, 18, 21, 24, 27, 30, 36, 39, and 42 irons. (3) Complete line of sport and work soles and soling materials.

American Safety Table Co., Inc., New York 1, N. Y. Booth 318

Tables and drives for sewing machines: (1) A new Amco totally enclosed individual motor drive; (2) Amco bar mounting stand; (3) American Safety group drive tabling; (4) Light fixtures and other accessories for stitching room.

Representatives: Julian Frankel, Sydney Hirsch, John Mitchell and Archie Solomon.

American Stay Co., Malden 48, Mass. Booth 420

Union lock-stitch machine and a complete line of samples of a new plastic bias binding ("H.P.B.") and other new shoe trimmings.

Representatives: L. B. Watson and E. B. Luitwieler.

The American Thread Co., Inc., New York 13, N. Y. Booths 320 and 321

Sewing threads for all shoe operations. These threads are made from cotton as well as the synthetic fibers, Nylon, Orlon and Dacron.

Representatives: John Bade and W. J. Fluegel.

Armstrong Cork Co., Lancaster, Pa. Booth 329

Cork materials: Cork composition platform materials; cork and rubber platform materials and cold bottom filler.

Representative: Chas. T. Potts.

Armstrong Machine Works, Three Rivers, Mich. Booth 409

Humidifier: A full-sized unit steam humidifier operating on steam at

seven lbs. pressure. Also a glass-bodied No. 812 Armstrong Steam Trap draining the humidifier muffling jacket, and showing just how the trap handles condensate and air, as well as any dirt that may be in the steam line.

Representatives: O. E. Ulrich and T. H. Rea.

Avon Sole Co., Avon, Mass. Booths 310 and 311

Soles: General line of "Avonite" and "Cush-N-Crepe" together with the regular specialty soles such as, "Du-Flex Nap," "Gristle," and "Turf Hugger." A new line of "Cush-N-Crepe" soles in various colors will be shown for the first time.

Representatives: J. R. Hubbard, Fred F. Field, R. R. Ketchum, S. R. Miller, R. Balzer.

Ayrlyte Corp., New York 17, N. Y. Booth 309

Scientific shoemaking processes: Ayrlyte flexible welted shoe processes, also the new "Articor" semi-artificial leather insole material made entirely from processed leather and suitable for channelling by the Ayrlyte method. The purpose of the Ayrlyte method is to produce lightness and flexibility in welted shoes and to eliminate stiffness in Goodyear welts. A preview of a new non-channelled No. 11 welt insole.

Representatives: Chas. G. Keferstein, Fred L. Ayers and J. Rushforth Garside.

Barbour Welting Co., Brockton, Mass. Booths 336 and 337

Complete line of regular and specialty solid leather welting. Newest effects.

Representative: F. L. Shea.

Brazilian Leathers

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Sao Paulo, Brazil

Bata Engineering Co., Batawa, Ont., Canada Booth 422

Machinery: Clicking machine, Regina eyeletting machine, a twin sole air press and dust collectors.

Representative: N. R. Elston.

Belding Heminway Corticelli, New York 18, N. Y. Booth 326

"Nymo" bonded monocord Nylon thread; silk and cotton threads.

Representatives: F. H. Murphy, J. Maitland, C. Warnock, J. Lochr, G. Pullman and A. Gross, Jr.

Bixby Box Toe Co., Inc., Haverhill, Mass. Booth 419

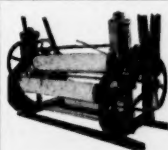
Thermo-plastic box toes, counters and soft box toes.

Representative: Earl Gauthier.

Boston Machine Works Co., Lynn, Mass. Booth 317

(1) *Newly developed machinery* to cement irregular, concaved, skived surfaces, heretofore impossible on fast, roll-type cementers for handling latex, solvent rubber, neoprene and substitutes; (2) High pressure quick-acting press for all kinds of seam and material reducing; (3) Improved insole tape applying machine; (4) Extra high tensile strength tape; (5) Improvements in sewing machine parts; (6) Novelty form-folding.

Representatives: Arthur Wohlman, Wm. Hafner, Ray Mueller, Val Hoffman, Tom Newman, Walter Osgood, Arthur Courtemanche, John Calder and R. H. Illingworth.



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Also prepares both bark and chrome tanned sides and whole hides for the stiving and splitting machine.

Quirin Leather Press Co.
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STEEL CORP., Fostoria, Ohio**



**Brown Company,
Boston, Mass.
Booth 415**

"Onco" innersoles.

Representative: U. J. Dacier.

**Central States Thread Corp.,
Cincinnati, Ohio
Booth 5, Parlor G**

Shoe threads.

**Compo Shoe Machinery Corp.,
Boston, Mass.
Booths 421 and 424**

Machinery: (1) Cement supply pump; (2) Bottom cementer; (3) Women's 6-Station rotary sole attacher; (4) Pre-fitting machine; (5) Reducer Rougher.

Representatives: Chas. W. O'Connor, Wm. Solar, John H. Devine, James F. Long, F. A. Waterson, A. A. Gel-fenbaum and E. J. Carey.

**Dewey & Almy Chemical Co.,
Cambridge, Mass.
Booth 322**

Complete line of welting, innersoles, mid-sole material, heel-pad material, sock-lining material.

Representatives: Entire U. S. and Canadian sales staff.

**A. B. Dick Co.,
Chicago 31, Ill.
Booth 407**

Will demonstrate the duplication of a piece-work shoe tag application using an A. B. Dick mimeograph Model 435 equipped with a Model 27 sit down stand and an eyelet tag separator feed table for the feeding of the piece work tags. In addition, modern mimeographing techniques will be demonstrated, using an A. B. Dick mimeograph Model 445 with Contac-Dri. The A. B. Dick folder Model 56, the No. 44 stencil loading table, and the No. 45 Universal feed table will complete the Modern Mimeographing display.

Representatives: D. L. Thomas, Bernard Ziedka, Mrs. Frances Fort.

**Fostoria Pressed Steel Corp.,
Fostoria, Ohio
Booth 305**

Infra-red equipment for various shoe drying applications; also several new models of localized lighting equipment for sewing machines and

other machines where critical seeing is involved.

Representative: Paul H. Krupp.

**Louis G. Freeman Co.,
Cincinnati, Ohio
Booth 316**

Shoe machinery: Two machines for the shaping or forming of shoes or portions of shoes, power operated. The Model F R tracing machine which utilizes a ribbon or washable ink whichever is preferred. Two cut-out machines, one for small work and one for medium work.

Representative: Louis G. Freeman, Jr.

**The Goodyear Tire & Rubber Co.,
Akron 16, Ohio
Booths 340, 341, 343 and 344**

"Neolite" materials: (1) Upper material—men's and women's shoes with "Neolite" upper stock and samples of children's shoes with tip material in a large variety of colors, both plain and suede, will be shown; (2) Cellular innersoles and outersoles; (3) "Neotex Neolite"—color samples of this material as well as shoes with various combinations of this sole will be shown, also a man's shoe in Scotch grain or winged tip with a brown "Neotex Neolite" sole.

Representatives: G. G. Kerr, W. E. Kavenagh and H. L. Post.

**H & W Shoe Supplies Co.,
Dumont, N. J.
Booth 331**

Shoe gores and plastic trimmings.

Representative: W. H. Wershing.

**Hartley Tool & Die Co.,
Thomaston, Conn.
Booth 330**

Tungsten Carbide for tipping wear parts on shoe machinery. A large variety of processed feeders and other parts, normally subject to extreme and rapid wear, will be displayed. In most cases a worn part will be available for comparison with a newly processed part. The entire display of parts will be centered around a processed part which has been in continuous service for 3½ years without any substantial signs of wear.

Representatives: E. W. Hartley, Jr. and P. W. Knapp.

**The Heminway & Bartlett
Mfg. Co.,
New York 36, N. Y.
Booth 427**

Thread: A new line of Nylon thread ("Nylshu") designed for upper stitching and welt sewing. The use of a new Nylon bobbin ("Hem-bob") which does not have any flange or core and is constructed of 100% Nylon thread will be demonstrated.

Representatives: C. Duane Houk, Henry T. Spray, Walter E. Thompson, Ernest Cox, Jerry Burg and Harry Cooper.

**International Shoe Machine
Corp.,
Cambridge 42, Mass.
Booths 327 and 328**

Kamborian machinery: (1) *Cement laster, Model C:* Floor model suitable for slip-lasted, McKay, and Littleway cemented shoes for men's and women's moccasins and loafer types without box toes or counters; side lastings of workshoes, women's low and high heel cement and Sbica DelMac shoes; forepart lasting of cement-lasted shoes; all around lasting of slip-lasted shoes; sidelasting of baseball and track shoes as well as juvenile footwear. Each machine is capable of a production of 720 pairs of all around lasting of slip-lasted, moccasin, and ballerina types to 1,440 pairs of forepart lasting on cement-lasted shoes.

(2) *Semi-automatic toe laster, Model A:* This machine presently operating on cemented footwear lasts and cements the toe and trims off the surplus stock thus combining what were previously two to three separate operations. Production of 720 pairs per operator is obtained for an eight-hour day with suitable conditions.

(3) *Burns Cementer:* Uses ISMC's thermoplastic one-way adhesive to cement tucks on sock linings of slip-lasted shoes and has other applications such as cementing fillers and shanks, etc. Uses thermoplastic adhesive. Production approximately 900 pairs per operator per 8-hour day.

(4) *Atco sole conditioner and edge trimmer, Model A:* Roughs cement track of outsoles and edge trims at the same time. Application confined to outer soles of synthetic composition. Eventually will be suitable for leather outsoles as well. Production 3,600 pairs per 8-hour day per operator.

(5) *Leather crimper, Model A:* Used in the manufacture of seamless vamp, closed toe, slip-lasted shoes. Shrinks the stitching margin of the

vamp resulting in cupping of leather. Production 720 pairs per 8-hour day.

(6) *Rotary cementer, Model B:* Uses ISMC's one-way thermoplastic adhesives for shanks, fillers and tucks. Quantity of cement to be applied can be accurately controlled by minor adjustments.

Representatives: J. Kamborian and Gordon Cooper.

**George O. Jenkins Co.,
Bridgewater, Mass.
Booth 325**

Midsoling, Heeling Board and Heel Base Material: (1) "Natro," a new

quality midsoling at economy prices, will be introduced. It will be displayed both in its original flat, uniform, flexible, workable sheet form and in finely finished shoes. "Titan McKay," "Suntan" and "Fibalin" midsoling will also be shown in the new natural color as well as in brown, black and white; (2) "Spectro," two-tone heeling board for built-up heels, "Titan Tinted" and "White Ivory" heeling will also be shown as well as "Leatherok," sturdy, water-resistant heel base material.

Representatives: Fred W. Trezise, C. F. Cooke and Axel M. Anderson.

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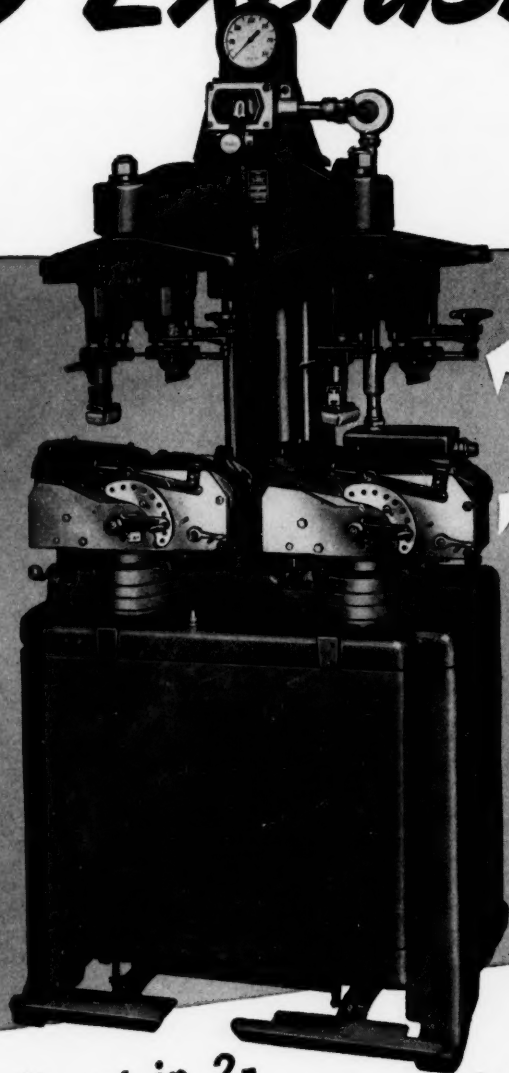
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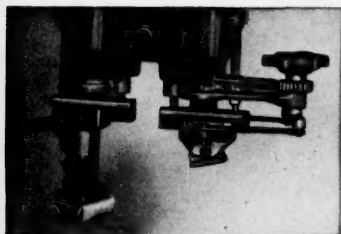
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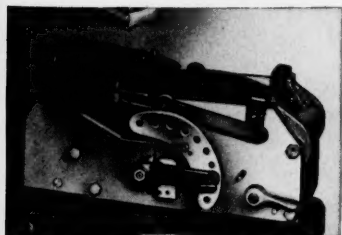
**The finest in 2-
station press equipment for use
with pressure-sensitive cements**

Features!

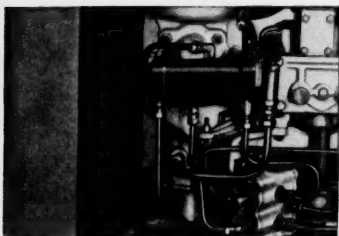
With the NEW **USMC** CEMENT SOLE ATTACHING MACHINE—MODEL C



Overhead mechanism
accommodates all heel heights



Pad boxes can be angled
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under pressure

A versatile, hydraulic machine that offers for the first time on a two-station press these three features —

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Toe pads and heel blocks have equalizing means, providing automatic adjustment for all heel heights to give correct distribution of pressure on the shoe bottom.

A slight turn of a handwheel adjusts for changes in shoe sizes.

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This latest type of pad box takes a wider range of sizes, adjusts to more heel heights and gives improved bottom character.

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An adjustable device automatically controls the time under hydraulic pressure, assuring a uniform bonding period for each shoe and permitting *both* stations to be under pressure at the same time. The individual operation of each station permits an overlapping cycle.

While designed primarily for "flat" work, this machine can be used effectively in many cases on shoes carrying conventional Cuban and Louis heels.

Its simple, rugged construction and easy operation make it right for volume production.

The hydraulic system keeps most moving parts bathed in oil. This and all mechanical features are designed to provide maximum production with minimum maintenance expense.

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BOSTON, MASSACHUSETTS

Try to pull it off...

it's ON with

COMPO

Cement

A large, dark shoe sole is shown being pulled by a tractor. The sole is attached to a brick wall on the left by several ropes. A tractor is positioned on the right, pulling the ropes. The scene is set on a wooden plank floor.

Whether the sole is leather, rubber, or one of the many synthetics, there's a Compo adhesive that will attach it permanently to the shoe upper. It is entirely logical that Compo, which pioneered the cemented shoe in this country, should take the lead in perfecting the adhesives used in its making, since they are the prime factor in public acceptance of the cemented shoe.

There are Compo Cements for both machine and hand application in the attachment of soles to lasted uppers, with any type of equipment. They are produced in our own chemical plant at Mansfield, Massachusetts, under the supervision of our chemical staff. The Compo laboratories, where constant research with new materials and adhesives is carried on, are open to all manufacturers of shoe materials for testing their products.

COMPO SHOE MACHINERY CORPORATION

BOSTON • MASSACHUSETTS

MANUFACTORY AT MANSFIELD, MASSACHUSETTS

Exhibiting At Factory Management Conference — Booth 421-424

**Lamac Process Co.,
Eric, Pa.
Booth 332**

Cementing Machine: A new "La-Matic" Press, Model 522, designed for either sole laying or cement sole attaching. A heavier and enlarged machine, making it possible to press the largest shoes with room to spare. Pads measure 16½" long by 8" wide so that an untrimmed No. 14 sole may be wrapped at the edge. Angle mounting of the jacks facilitates inserting and removing shoes. Pad "hold down" devices are quickly adjustable or removeable and may be tailor made to fit exacting requirements. Molded rails along the sides of each pad box allow the "hold downs" to be slid into any position and so shroud the pad that "wrap" may be fully controlled. A new locking arrangement for toe and heel posts permits shifting them for lengthwise adjustments by depressing a trigger and sliding them to a new position, where they are automatically locked by releasing the trigger.

Representative: M. C. Suerken.

**Letex Sewing Machine Corp.,
New York 14, N. Y.
Booths 334 and 335**

Pfaff Sewing Machines: Will exhibit and demonstrate various types of industrial sewing machines for the manufacturer of shoe uppers. Will also display a model of a Pfaff Varion transportation system, used for the improvement of transportation and work flow in the fitting room.

Representative: Paul Zellweger.

**The Linen Thread Co., Inc.,
Paterson, N. J.
Booth 304**

Sole sewing threads, various types.

Representatives: T. Dahlstrom, R. C. Hewins, W. J. McHenry and H. Kennedy.

**Manufacturers Supplies Co.,
St. Louis 3, Mo.
Booths 412 and 413**

Shoe machinery: (1) *Crown band knife splitter:* This is a full-size machine having a 15" knife opening. Driven top and bottom feed rolls and a very clever device for disposing of the sparks and dust from the knife guider; (2) *SAS skiver and splitter* fitted for conventional type work to show the speed and high quality work to be expected; (3) *SAS skiver* fitted to do double bevel skiving and splitting of 3/32" stripping in a single operation. Also will show how to lap skive blocker cuts used in the manufacture of stripping; (4) *Excel reinforcing taping machine* to apply pressure-sensitive tape, both cloth and paper. The tape is applied under measured tension and as a result will not stretch or distort the cut, keeping it true to pattern. It will tape the top line of pump type shoes right side out, not inside out as is generally performed; (5) *Excel underlay taper* for applying a bias cut, hot coated tape under perforations. The coating matches the color of the leather and as it is a bias cut material will negotiate turns.

Representative: Chas. F. Freeman.

**Minnesota Mining & Mfg. Co.,
St. Paul 6, Minn.
Booth 306**

Tapes and fabrics: Complete line of "Scotch" brand pressure-sensitive shoe tapes. A complete line of tape dispensers. Experimental metal coated fabrics, metal coated Nylon mesh and beaded fabrics for shoe uppers.

Representatives: J. K. Gooch and Clarence DelPorte.

**Montreal Shoe Mfg. Co., Ltd.,
Montreal, Que., Canada
Booth 301**

Shoe machinery.

Representative: S. H. Rolbin.

**Moore Fabric Co.,
Pawtucket, R. I.
Booth 405**

Shoe goring.

Representatives: Arthur D. Knight, H. H. Kemper and Chas. Clark.

**No-Slip Binding Corp.,
Lowell, Mass.
Booth 432**

Shoe bindings.

Representative: C. W. Churchill.

**Pawling Rubber Corp.,
Pawling, N. Y.
Booth 411**

Last repair material: New plastic DRD shoe last repair material for repairing shoe lasts. "Parco" rubber link mats (which are industrial floor mats for use in front of machines, etc.).

Representative: W. M. Malcolm.

GLEASON LEATHER CO.

40 BEAVER STREET, SALEM, MASS.

Tanners of Chrome and Combination

SHEEP and LAMBSKINS

LININGS

For Shoes and Slippers

ALUMS FOR BABY SHOES

white pink blue yellow

COLORED CAPES

Representatives

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Havana, Cuba

Irwin C. Wehmeyer
Milwaukee

Stephens Leather Co.
Los Angeles, Cal.

John T. Bergin
Boston

J. R. Garside
Cincinnati

**Potdevin Machine Co.,
Teterboro, N. J.
Booth 410**

Machines for practically every coating operation, including the following new equipment: (1) 2R6 fibre tuck coating machine, which automatically adjusts for materials of varying thicknesses; will apply latex or glue to any materials up to 1/4" thick from 1/2" to 5 1/2" wide by any length; applicator roller is knurled to insure uniform coating and to firmly grip the material; machine occupies only 23" x 14 1/2" of space. (2) Moccasin plug machine, a small, compact latex cementer, weighing about 10 lbs., designed to apply up to a 1/2" margin of latex; a special feature is a 2" dice bottom roller with knurled surface and a smooth 1" dice top roller to permit turning of the irregular shaped plugs; equipped with simple adjustment for thickness control of cement. (3) Single roller latex cementer which automatically adjusts to varying thicknesses of materials up to 3"; has a 2" diameter driven feed roller and 4" glue rolls, with special ductor roller control for even application of adhesive.

Representatives: J. S. Hawkins, S. A. Norton, Chas. Holmes, L. C. Glass, C. P. Ballard and J. Hutchinson.

**Premier Thread Co.,
Pawtucket, R. I.
Booth 404**

Threads: A complete line of Nylon,

Dacron and Orlon synthetic threads and also cotton threads.

Representatives: Ralph E. Glennon and T. F. Mahoney.

**The Randall Co.,
Cincinnati 32, Ohio
Booth 425**

Band knife splitting machine: A machine with independent feed roll control, individual motor drives for each unit, a tension device to keep the knife taut, a knife tension indicator, a micrometer adjustment to determine exact thickness of split, a 2-speed gear box, an adjustable head to insure accurate alignment of the feed rolls with the knife, a built-in diamond dressing tool for grinding the wheels, and sectional feed rolls to insure uniform split.

Representatives: Ralph Hall, Robt. Murray, Stephen Pichichero and A. O. Englehardt.

**Rotary Machine Co., Inc.,
Lynn, Mass.
Booth 406**

Rotary AA folding machine with new larger and improved head.

Representative: John J. O'Leary.

**J. Sandt A. G.,
(Henry S. Blackwood)
Forest Hills, N. Y.
Booth 417**

Shoe machines: Circulating hot air nozzle type G 18 "Thermax" heel

scouring machine, SG 33 with self-contained exhaustor E3. Inside heel attaching machine N12 with automatic nail-feed right SO8, left SO9 and pneumatic clicker. Also Stocko Metal Products shoe hooks, eyelets, buckles, ornaments, etc.

Representatives: Henry S. Blackwood and Walter Seibert.

**Saul Brothers,
Chicago 12, Ill.
Booth 338**

Piece Work Tickets and their method of preparing the tickets for the factory. Will also exhibit a coupon register.

Representative: W. R. Saul.

**Schaefer Machine Co.,
Bridgeport 3, Conn.
Booth 339**

Cementing machinery: A stitching room cementer, a shoe cementer, wedge platform cementer and a large skin cementer for use when combining skins on lining cloth.

Representative: Chas. F. Schaefer.

**Herman Schwabe, Inc.,
New York 38, N. Y.
Booths 315 and 408**

Machinery: (1) A new type clicking machine; (2) a new improved hydraulic sole press; (3) a new surplus trimmer; (4) skiving machine; (5) strip cutting machine; (6) new type last pulling machine; (7) new type edge burnishing machine; (8) new seam rubber with knives; (9) band knife splitter 16" trimming; (10) folding machine with taping attachment; (11) insole re-enforcing machine.

Representative: Herman Schwabe.

**Sewall & Son, Inc.
Auburn, Me.
Booth 426**

"Sewl" insole strips and platforms.
Representative: Arthur C. Sewall.

**Singer Sewing Machine Co.,
New York 6, N. Y.
Booths 323 and 324**

Sewing machines: A representative line of latest improved machines for stitching uppers on all types of

PLEVER BACKING CORPORATION

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STILLWELL 4-0400

To The Trade:

We are deeply appreciative of the gratifying response and cooperation tendered us in connection with our designation as exclusive combiners and backers of Andal Foam Rubber.

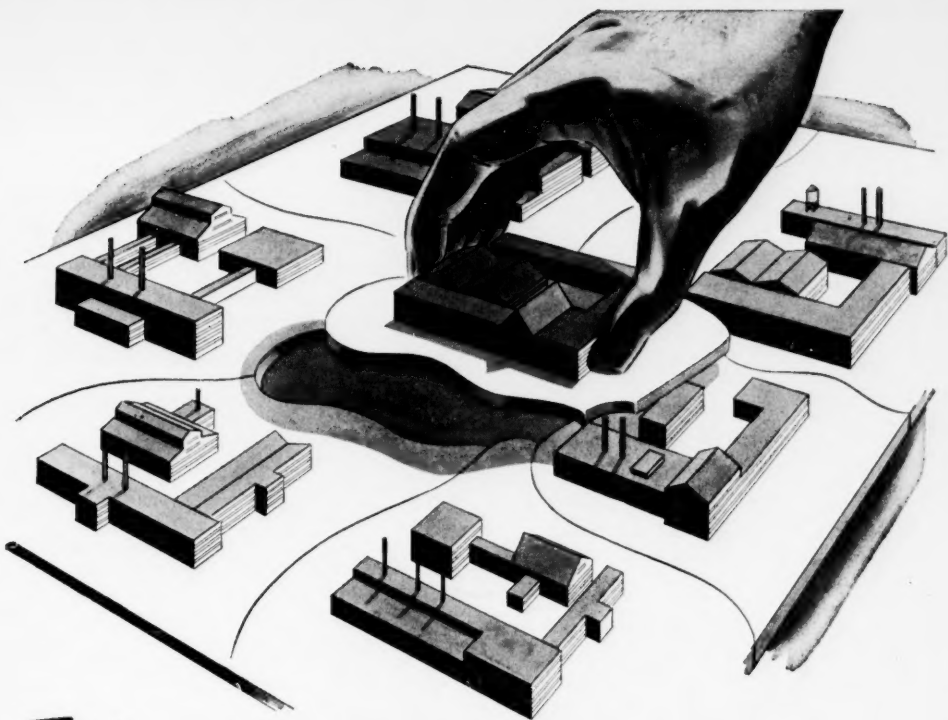
This new phase of service—a packaged, cushioned sock lining ready for immediate cutting provides a new and added feature to be built into your line.

Alert manufacturers are investigating the advantages of this Andal Foam package — appreciating consumer interest in Foam Rubber.

We invite inquiries in connection with this newest development in Footwear products.

Very truly yours,

PLEVER BACKING CORP.



What has 4000 plastic raincoats a day to do with Box Toes?

Only this—that in electronic plastics fusion as well as compression and injection plastics molding, the necessary and constant research needed to stay abreast of competition in this field may well lead to the next important shoe foundation development. In conceding that synthetic resins offer unlimited advantages over natural resins and waxes from standpoints of both inherent physio-chemical uniformity as well as stability and permanence within footwear, it becomes imperative to us to continuously study the adaptability of plastics to box toe constructions. How better to do

this than to operate a plastics division complete with every research facility? B Compound, our sensational new thermo-adhesive, is the direct result of living closely with new polymers and co-polymers. Integration of plastics with box toe "know how" has already resulted in five new stainless and self-adhering thermoplastic box toe materials. Ask any Beckwith salesman or agent about the box toes termed by us as:

3DNC

DCL-50

NC

2GF

4GF

Beckwith

**BOX
TOES**

... in addition to the production of over 70 types and weights of conformable soft, flexible and rigid box toe materials in thermoplastics, pyroxylin, and rubber-filled felts and flannels, "Beckwith" means molded steel safety box toes; industrial felt making; plastics fabrication and products for the ethical medical profession.

... you buy more when you buy Beckwith

FLEXIBLE INNERSOLE SPLITS

Solid and firm tannage, but mellow enough to channel well.

Uniform natural light color.

Closely sanded flesh side.

Consistently well-trimmed and uniform weight.

Meeting all chemical and physical requirements to make a comfortable and long lasting shoe.



LOEWENGART AND COMPANY
315 FIFTH AVENUE • NEW YORK 16, N. Y.

MANUFACTURERS OF GAHNA LEATHERS

shoes and other footwear, together with special equipment for thread lubrication, needle cooling and fittings for performing difficult operation. Also shown will be the new insert tables which facilitate changing of machines for different styles and types of shoes. The advantages of complete portable units of stand, table, machine and electric transmitter will also be demonstrated.

Representatives: W. A. Ketcham, A. W. Dumais, H. Wedemeyer and a group of Singer specialists assembled from the principal shoe producing districts throughout the country.

**Tanners' Council of America,
New York 38, N. Y.
Booths 429, 430 and 431**

Leather.

Representative: Leif Kronen.

**Thomas Taylor and Sons,
Hudson, Mass.
Booth 342**

Elastic shoe goring: "Shugor" will be shown in many new styles for the coming season. Leaflets will be available giving suggestions on how to do a better job in applying shoe goring and some technical facts. A line of shoe laces and many new braided specialties will also be shown.

Representatives: Edw. H. Bryant, Jr., and Richard Riesenberger.

**Texon, Inc.,
South Hadley Falls, Mass.
Booth 433**

"Texon" materials: "Texon 437," a breathing insole material suitable for welts, cements, Littleways and stitchdowns. The application of this material for sewn and cement shoes made in conjunction with the new foam crepe outsole will be shown, also a complete line of "Texon" materials for conventional shoemaking as well as a new synthetic welting.

Representative: Denis F. Mulvihill.

**Union Special Machine Co.,
Chicago, Ill.
Booth 416**

Sewing machines: Style 52400 A, the new tipper in the improved, streamlined 50000 Series. A taupe color, four-needle, two-looper, flat bed machine, Style 52400 A especially designed for attaching tips to uppers of men's shoes. Automatically oiled, it produces stitch Type 402 and has a stitch length of 8 to 18 per inch. It has the new looper thread

control for better stitching formation and elimination of skipping.

Two additional streamlined shoe machines in the improved 50000 Series, Style 51200 BY and Style 51200 BA, are also to be displayed. Style 51200 BY, especially designed for closing operations on shoes. Style 51200 BA is similar to Style 51200 BY except that it is especially fitted for attaching soles to uppers of felt slippers.

Style 51400 AF, also to be exhibited, is a well-known two-needle, flat bed machine for staying seams. It is equipped with a rigid bottom presser foot, and for the exhibit will be specially fitted with a stay cutter used to undercut the stay tape at the skive line.

Representatives: Arthur J. Feigel, Larry M. Brown, Allan E. Branch and Elmer E. Gratsch.

**United Last Co.,
Boston 10, Mass.
Booth 319**

"Slide-O-Matic" last, and a new "Last Finish."

Representatives: O. S. Porter, W. F. Ballentine, W. T. Nowack, J. D. McNamara and R. J. Holmes.

**United Shoe Machinery Corp.,
Boston 10, Mass.
Booths 401, 402 and 403**

Shoe machinery: (1) An automatic-type Forepart Cement Lasting Machine, Model A—an experimental model which lasts both sides of the forepart of women's and growing girls' shoes simultaneously; (2) A new automatic stitchdown welt cut-off attachment for the USMC Good-year Outsole Stitching Machine—a new feature of this established machine, which automatically cuts, levels and joins the welt, increasing production on this operation by 30 percent; (3) A new Buffing Machine, Model A, is a high-speed pre-buffing machine for use on either flat or reduced leather or composition soles, counters, top lifts and similar work.

Representatives of the Boston and Cincinnati offices will be in attendance.

**Vulcan Corp.,
Cincinnati 2, Ohio
Booth 333**

Shoe lasts and wood heels: (1) Vulcan's "DoAll" hinge last, a new principle in hinge last construction; can be used in conventional and slip-lasted processes without distorting back seams and top lines; (2) Samples of quality covered and plain wood heels manufactured from

seasoned northern hard maple; and (3) wedge heels.

Representative: R. H. Schiueiter.

**Western Supplies Co.,
St. Louis, Mo.
Booth 418**

Shoe machinery: RMH cut-out machine, SP perforating and cut-out machine, air power crimping machine.

Representative: Arthur W. Altwater.

**Wright-Batchelder Corp.,
Boston 10, Mass.
Booth 414**

Welding: Straight standard and novelty types of thermoplastic welding with special emphasis on a new high-walled type of welding.

Representatives: Chas. F. Batchelder, Jr., Lothrop Withington, Jr., and Chas. F. Mowery.

**W. J. Young Machinery Co.,
Lynn, Mass.
Booth 423**

Hydraulic top lift attaching machine set up to perform new functions. The machine can attach top lifts to wedge shoes on-the-last; it can assemble the heel and sole for "flaties"; it can attach top lifts to wood heels.

Representatives: Thos. Hutchinson, Harold Galpin, Emanuel Abrams and Nathan Sharaf.

— END —

POPULAR PRICE

(Continued from Page 30)

shopping, indicating that they were waiting for the closer-to-season show (implying PPSSA) to place orders. The significant point is that buyers appear ripe for buying.

Another significant factor that will motivate buying now is that "popular-price" shoes are again back to genuinely popular-price levels. Originally, the popular-price range was up to \$10 retail. The Korean war outbreak broke the \$10 barrier, sent the range up to \$13. The recession of 1951 brought prices back to genuine popular level. Most buyers feel that these prices are pretty near bottom, and give them opportunity to do a promotional and merchandising job on the basis of lower prices and good quality shoes.

That, too, is important — the lower costs of materials, especially leathers, which permit better quality footwear to be made at lower prices that are solidly within the center of the popular-price range. Retailers are

genuinely enthusiastic about the opportunities offered by this, for the age-old formula of good quality and low prices is still a solid merchandising standby difficult to beat.

It is felt, too, that prices fixed on most footwear at the PPSSA will in many instances be lower than those of last fall — and as a whole will represent that basic price structure of most popular-price lines for the remainder of this year — barring, of course, any unforeseen events to upset the pattern of stability that has just about crystallized.



- IIIIII
- SPRUCE EXTRACT
IIIIII
- POWDERED SUPER SPRUCE
IIIIII
- LACTANX
IIIIII

**ROBESON
PROCESS COMPANY**

GENERAL OFFICES
500 Fifth Avenue
New York 16, N. Y.

OPERATING PLANT AT
Erie, Pa.



The line of White Sides
that outsells all others
year in and year out.



Fine

SIDES AND SPLITS

in

WHITE AND COLORS



KORN LEATHER CO.

Tanners of fine side and split leathers

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PEABODY, MASS.

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New York and Pennsylvania

VICTOR W. HEARTEL
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ANTON & INGRAHAM
St. Louis, Mo.

AL SCHWAB
Ohio Territory

WM. L. HALL, INC.
Rochester, N. Y.

WM. T. DAVIDSON
Los Angeles, Cal.

One thing continuing to confuse and confound shoe retailers, like all retailers, is the continuing high level of consumer savings. The question retailers are asking, with some impatience, is, "Why are they putting it in the bank when we're offering these fine values?"

For example, during the last nine months of 1951, personal savings were at the annual rate of \$20 billions, or nine percent of income after taxes. That was a record peacetime high. But reports just in for the first three months of 1952 show savings at an even higher annual rate — over \$21 billions. This rate of savings measured against income is extraordinarily high.

All of this has one encouraging aspect. People have the money to spend — if and when the mood strikes them.

Consumers Are Spending

But the confounding part of it all is that consumers *are* spending. A recent report from the Department of Commerce states that business sales at all levels combined — manufacturing, wholesaling and retailing — in February hit the highest level in 13 months. Total sales of \$45 billions was \$1 billion above January, 1951, and a half billion above February, 1951. Those first two months of 1951 were, as all recall, phenomenal sales months. Consumer spending in the first quarter of 1951 amounted to \$208.3 billions. In the first quarter of 1952 it came to \$209 billions.

Obviously, record sales mean nothing or little to some businesses. Defense production can boom, while soft goods can slump. Shoe business, therefore, has a right to ask, "What has all this got to do with us?"

Perhaps the best answer to that lies in inventories and cash position. It has taken about a year for retailers to trim inventories to normal levels, and most shoe retail inventories today are at the level, and even some held below that level deliberately. Because buying in past months has been relatively scanty, retailers have converted their own inventories into cash (the payoff was a good Easter), while at the same time making only hand-to-mouth purchases. The most graphic answer to that is the all-time record decline in shoe production last year — a fall of about 50 million pairs of civilian shoes.

But the worst is over. As one shoe manufacturer stated optimistically last week, "Well, this ripens the situation." He meant, of course, that with retailers' inventories normal or below normal, and their cash posi-

Suede

worth the difference

SLATTERY BROS. TANNING CO.
210 South St. Boston 11, Mass.



Snyder

FOR QUALITY SHOE BUCKRAMS

- FAST MULLING
- GREATER RIGIDITY AFTER MULLING
- RAPID FUSING OF LINING AND UPPER

Ask your supplier for
SNYDER BUCKRAMS
Once Used — No Other Will Satisfy

SNYDER BUCKRAM CO. 621 RIVER ROAD CLIFTON, N.J.

SAMPLES ON REQUEST

What Hooker Sodium Sulphydrate does for the Leather you make...

SOLE LEATHER—With Hooker Sodium Sulphydrate, you can increase sulfide strength of the unhairing solution just as desired, and still keep alkalinity low. This means easy unhairing in limited time. Hides are ready when desired—without loss of hide substance from long immersion. *Results:* a minimum of swelling . . . greater yield of tight, solid, smooth-grained leather . . . a significant saving of time and extra operations in the beam-house.

CALFSKINS AND HORSEHIDES—The tender grain of these skins is protected by Hooker Sodium Sulphydrate from excessive swelling and plumping caused by high alkalinity. With Sodium Sulphydrate, a minimum of swelling takes place, resulting in a better yield of fine, smooth leather.

GOATSKINS—Destructive bacterial action is held to a minimum, because Hooker Sodium Sulphydrate increases the solubility of the lime and permits more constant pH value than with Sodium Sulfide. Sulfide content can be built up, with low alkalinity. Alkalinity can be increased or held as desired, without affecting sulfidity. *Result:* Greatly simplified control of quality, even with skins that vary widely in sensitivity.



When dissolved in lime, Hooker Sodium Sulphydrate forms only half as much caustic soda as the same quantity of Sodium Sulfide forms. This gives you precision control of unhairing solutions—and many other advantages. Write today for a copy of Hooker Bulletin 500, "Sodium Sulphydrate for the Leather Industry," which suggests unhairing procedures for various leathers.

HOOKER ELECTROCHEMICAL COMPANY

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CHLORINE • SODIUM TETRASULFIDE • SODIUM SULFIDE
CAUSTIC SODA • MURIATIC ACID • PARADICHLOROBENZENE

10-1398

tion generally good, plus being encouraged by good spring business over past weeks, that good business for all was in the cards.

The stage therefore seems set for a wholesome degree of buying at the Popular Price Show. There will still be no splurge, for the memory of the over-buying in late 1950 and early 1951 is still a sore scar on the retailers' minds. But these same retailers are realistic enough to know that they cannot play in isolationist role for long; and also, that the merchandising opportunities, with current prices and improved quality of goods, hold financial promise to those who make the effort to cash in on it.

The PPSSA will repeat its fashion presentation, "Rue De La Shoe," which proved so successful last November. And again the Ruth Hamner Associates will be in charge of the style show. The Women's Dress Shoe Committee will be under the chairmanship of Samuel Demoff, of Edison Bros. Stores, Inc., St. Louis; the committee is composed of 18 members, all leading producers and merchandisers of popular-price fashion shoes. Richard Charnock, Melville Shoe Corp., heads the Men's Style Committee, while William Waddell, Sears, Roebuck & Co., is in charge of the Children's Style Committee.

The Show has every reason to open with a smile on its face. There appears to be a receptive buying mood—perhaps for the first time in a year. Retailers are seeing a wholesome fall season, are financially and psychologically prepared to stock shoes for aggressive promotions. In a simple, basic phrase—it should prove to be a "good" show for buyers and sellers alike.

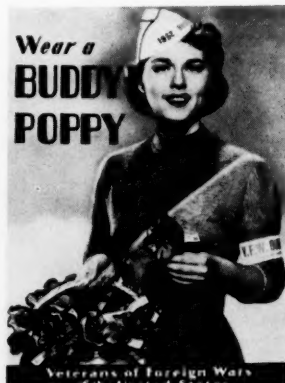
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Here are
3
SHOE PRODUCTS
THAT SAVE PENNIES



**INNER SOLES
PLATFORMS
WEDGIES**

LYNN INNERSOLE CO., ALLSTON, MASS.



Coming Events

May 5-7, 1952—Annual Spring Convention of Tanners' Council. Castle Harbour Hotel, Tuckerstown, Bermuda.

May 11-13, 1952—Fourth Factory Management Conference. Sponsored by National Shoe Manufacturers Association. Netherlands Plaza Hotel, Cincinnati, O.

May 11-14, 1952—Fall Shoe Show of The Southwestern Shoe Travelers Association. Dallas, Texas.

May 11-15, 1952—Popular Price Shoe Show of America. Showing of shoes for Fall 1952, sponsored by National Association of Shoe Chain Stores and New England Shoe and Leather Association. Hotels New Yorker and McAlpin, New York City.

May 14-16, 1952—Spring Meeting, American Leather Belting Association. Skytop Lodge, Skytop, Pa.

May 19-20, 1952—Eighth Annual Meeting of National Hide Association, Hotel Cleveland, Cleveland, O.

June 14, 1952—Annual Convention of American Leather Chemists Association. Ocean House, Swampscott, Mass.

June 22-25, 1952—Mid-Atlantic Mid-Season Shoe Show. Penn-Sheraton Hotel, Philadelphia, Pa.

July 13-17, 1952—47th Annual Convention. Shoe Service Institute of America. The Sheraton Plaza Hotel (formerly The Copley Plaza Hotel), Boston, Mass.

Sept. 3-5, 1952—Allied Shoe Products and Style Exhibit. Hotel Belmont-Plaza, New York.

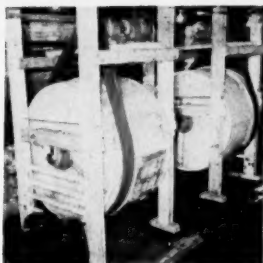
Sept. 4-5, 1952—Showing of American Leathers for Spring and Summer, 1953. Sponsored by Tanners' Council of America, Inc. Waldorf-Astoria Hotel, New York City.

Oct. 23-24, 1952—Annual Fall Meeting, Tanners' Council of America, Inc. Edgewater Beach Hotel, Chicago, Ill.

Oct. 27-30, 1952—National Shoe Fair, sponsored by National Shoe Manufacturers Association and National Shoe Retailers Association. Palmer House and other hotels in Chicago.

JOHNSON & CARLSON

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and
V-BELT
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KIPS IN CRUST CONDITION.

EASTERN TANNERIES LTD.

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LITE-O-FLEX

no better platform material



Consolidated
RUBBER AND PLASTICS CO., INC.

266-268 BORDER ST., EAST BOSTON, MASS.

Representatives in all
principal shoe centers.

MAKE YOUR NEXT LAST **SLIDE-O-MATIC**



*Nationally Known...
Quick Shortening Hinge Last*

Notice how the last shortens! See how the heel part of the last slides FORWARD, UP and OUT of the shoe. No cripples here! No chance for the backseams to split or the quarter lines to stretch, spoiling the fine fitting qualities of the shoe.

These facts plus many other advantages explain why scores of shoe manufacturers today own better than several hundred thousand pairs of SLIDE-O-MATIC LASTS. These revolutionary lasts are making better Welts, Cements, Little-ways, and Slip-lasted shoes in factories all over the United States and Canada.

Actual case records show that the average consumer has asked his retailer what has been done to the shoes to give them such remarkable fitting qualities and comfort.

SLIDE-O-MATIC will fit into your factory without any disturbance to your set-up or changes in your production line.

Write or call your nearest United Last Company representative for a pair of samples on your next new style and a complete demonstration of the operation of the SLIDE-O-MATIC LAST.

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EMPIRE BRANCH
Palmer Street, Rochester, N. Y.

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In Canada
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4500 Hochelaga Street, Montreal, P. Q., Canada

LEATHER and SHOES

CLASSIFIED ADVERTISING

Wanted and For Sale

Proposals for Material, Etc.

U. S. GOVERNMENT PRINTING OFFICE,
Washington, D. C., April 14, 1952.

Sealed proposals will be received at this office until 10 o'clock a.m., May 12, 1952, E.D.S.T., for furnishing Leather, Book Cloth, Gold Leaf, and other material for the public printing and binding to the Government Printing Office during the term of 6 months beginning July 1, 1952. The right to reject any and all bids and to waive defects is reserved. Detailed schedules of the materials, etc., required, accompanied by blank proposals and giving the regulations with which bidders must comply, may be obtained by addressing

JOHN J. DEVINY,
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Cash Buyers of All Grades of Animal Hair

Horse and Cattle Tails
Horse and Cattle Tail Hair
Mane Hair—Hog Hair
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Buffing Machine Wanted

WANTED: Turner 24" Sandpaper Buffing Machine. Automatic Feed. Must be in perfect condition. Advise lowest cash price.

Address D-13,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

For Sale

24" Turner Automatic Shaving Machine.
Good running condition.
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730 West Virginia St.,
Milwaukee, Wis.

Agent Wanted

EXCLUSIVE AGENT REQUIRED FOR THE U.S.A., possessing an organization in touch with all shoe manufacturers for the sale of our interesting productions of welting, beaded walls and edges in leather, both classic and fancy. TANNERIES TANGEROISES, 9 rue Dante, Tanger, Tangier.

Tannery For Sale

Fully equipped small tannery for sale. Reasonable price for quick action. Owner retiring. Address Y-5, c/o Leather and Shoes, 20 Vesey St., New York 7, N. Y.

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Splitter

POSITION WANTED: Splitter with 35 years' experience on all types of leather. Will accept position teaching or consulting.

Address D-14,
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Chicago 6, Ill.

Rates

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situations Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Tuesday morning for publication in the issue of the following Saturday. Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.
300 W. Adams St. Chicago 6

Upper Leather Buyer

Married Veteran, age 38, desires position in the Upper Leather Buying Field. 2½ years education in Eastern University. 3 years experience on sheep, kid, side leather, splits, etc.; 4 years with a reputable Midwest calf tannery as finish sorter (sorting for weight and grade). Address D-17, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Stitching Room Foreman

Exceptionally able stitching room man who knows how to handle help and get production wishes position. Prefers New England but would go anywhere if opportunity favorable. Apply Box Y-1, Leather and Shoes, 10 High St., Boston 10, Mass.

Hide Buyer-Office Manager

Available May 10, young man of wide leather industry experience. Has been office manager and buyer of hides and splits. Can handle both jobs for moderate sized tanner or either for larger firm. Best of references. Apply Box Y-2, Leather And Shoes, 10 High St., Boston 10, Mass.

Stitching Room Foreman

Exceptionally able man of twenty-five years' experience. Knows all angles but prefers California construction. Will locate anywhere in New England. Best of references. Apply Box Y-3, Leather And Shoes, 10 High St., Boston 10, Mass.

Stitching Room Foreman

Available May 10 man of long experience in women's novelty factories. Knows California process problems. Capable of running smoothly operating room. Knows machines and how to keep them in order. Best of references. Prefers factory in greater Boston. Apply Box Y-4, Leather And Shoes, 10 High St., Boston 10, Mass.

CHAMOIS MOELLON

18% moisture — Large quantities — Very low prices

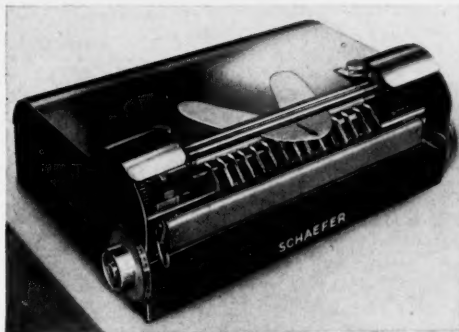
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7" & 11" Schaefer Stitching-room Cementer, motor driven. Practical for doubling and lining operations as well as for small pieces of leather and cloth.

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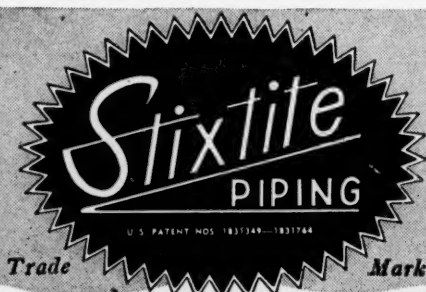
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AGENTS—St. Louis: Manufacturers Supplies Co.
Chicago: A. R. Quaintance Co. Montreal: Griswold & Co., Ltd.

INDEX TO ADVERTISERS

A		Fostoria Pressed Steel Corp.	60 and 66	P	
ABC Backing Corp.	31	Freeman, Louis G., Co.	29	Paule Chemical Co., Insert facing Page	10
Ajax Machine Co.	40	G		Pfaff Industrial Sewing Mach. Co.	61
Amalgamated Leather Cos., Inc.	23	Gleason Leather Co.	71	Pleier Backing Corp.	72
Amer. Wm., Co.	51	Golden Leatherboard Co.	41	Potdevin Machine Co.	53
American Extract Co.	61	Greenebaum, J., Tanning Co.	82	Q	
American Thread Co.	10	Gudebrod Bros. Silk Co., Inc.	62	Quirin Lea. Press Co.	65
Armour Leather Co.	46	H		R	
Armstrong Cork Co.	3	Hadley Bros.-Uhl Co.	7	Randall Co., The	55
Avon Sole Co.	2	Harvard Coated Products Co., Inc.	11	Respro, Inc.	21
B		Hemingway & Bartlett	63	Robeson Process Co.	75
Barbour Welting Co.	47	Hooker Electrochem. Co.	78	Ronci, F. Co., Inc.	24
Beckwith Mfg. Co.	73	Huch Leather Co.	37	Ross, A. H., & Sons Co.	46
Belding-Corticelli	17	I		S	
Besse, Osborn & Odell, Inc.	74	Independent Die & Supply Co.	62	Sanford Tanning Corp.	79
Blackhawk Tanners	58	Irving Tanning Co. Inc.	83	Schaeter Mch. Co.	81
Bostock, Thos., & Sons	44	J		Schlossinger & Cia, Ltda	65
Boston Mach. Works Co.	25	Johnson & Carlson	79	Schmetz Needle Corp.	43
Brezner, N., & Co.	44	K		Singer Sewing Mch. Co.	57
Brown Co.	59	Korn Leather Co.	76	Slattery Bros. Tanning Co.	77
C		L		Snyder Buckram Co.	77
Campbell Machine Co.	46	Lichtman, J., & Sons	77	Stern Can Co., Inc.	75
Carr Leather Co.	16	Linen Thread Co.	Back Cover	Surpass Leather Co.	47
Colonial Tanning Co., Inc.	20	Lincoln, L. H., & Sons, Inc.	49	U	
Compo Shoe Mch. Corp.	70	Loewengart & Co.	74	Uni-Mark, Inc.	42
Consolidated Plastic Corp.	79	Lynn Innersole Co.	78	United Last Co.	80
Crompton-Richmond Co., Inc.	28	M		United Shoe Maching Corp.	Facing Page 12, also 68 and 69
D		Manasse-Block Tanning Co.	54	United Stay Co., Inc.	82
Dewey & Almy Chem. Co.	Front Cover	Markem Machine Co.	67	V	
Donnell & Mudge, Inc.	4	McAdoo & Allen Welting Co.	48	Verza Tanning Co.	56
Donovan, F. C., Inc.	11	O		W	
E		O'Keefe, Thomas, Lea. Co.	45	White & Hodges	23
Eagle-Ottawa Lea. Co.	62	Olson Sales Agency	79	Windram Mfg. Co.	52
Eastern Tanneries, Ltd.	79	Ormond Mfg. Co.	66	Winslow Bros. & Smith Co.	56
F		Overseas Publishers Representatives	64	Wright-Batchelder Corp.	12
Fleming-Joffe, Ltd.	54				

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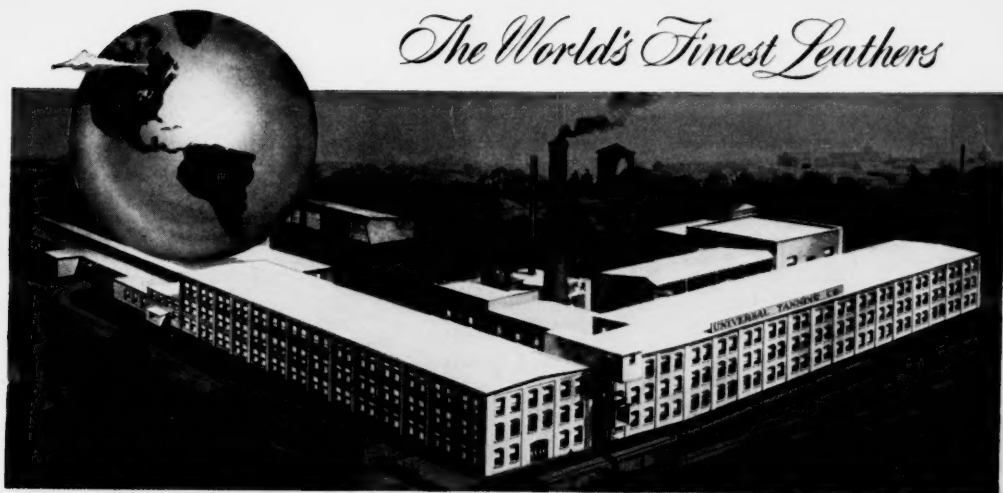


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